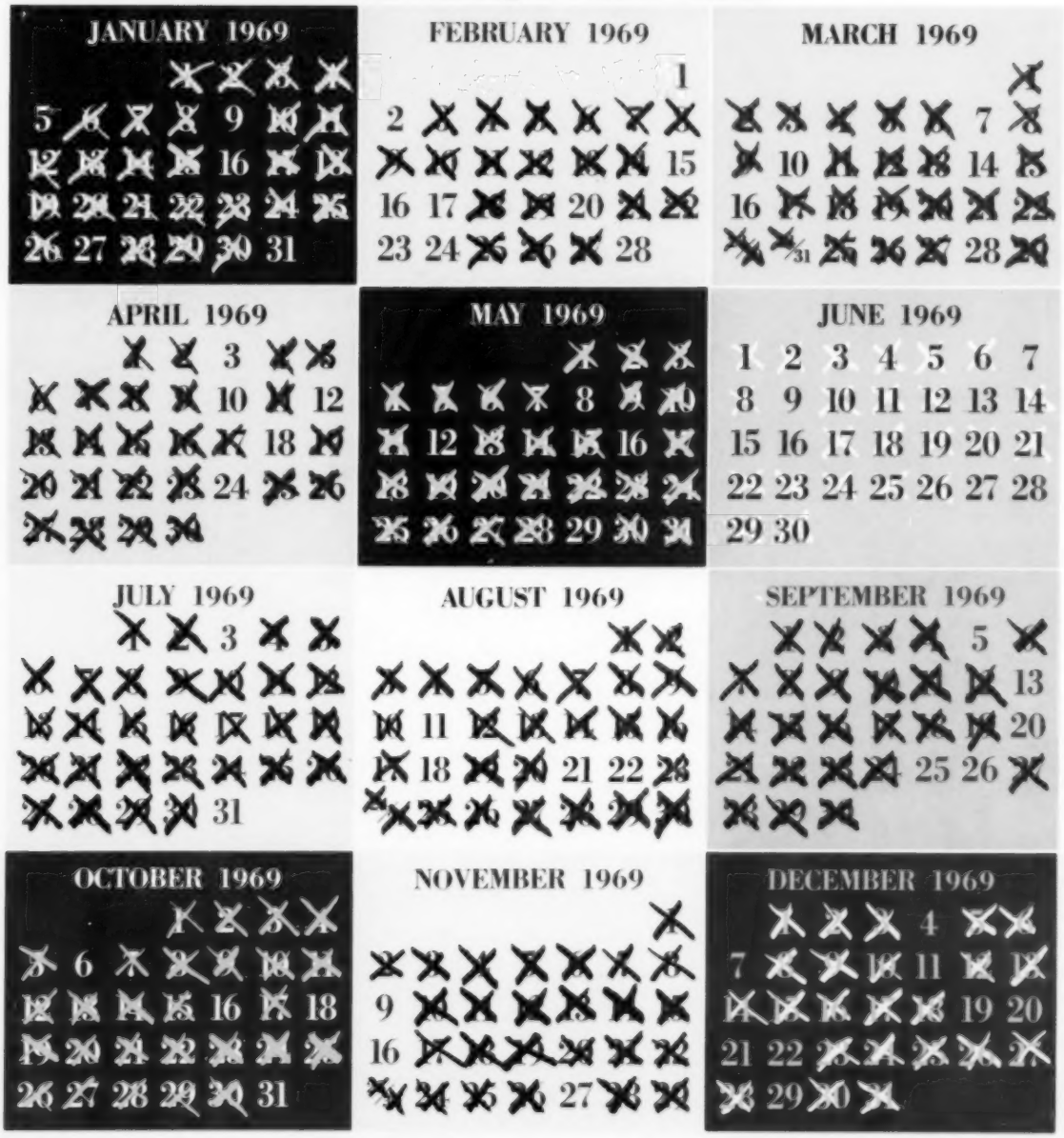
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 6, 1969

commercial holidays abroad



International Trade Winds

Company News

BANKING—The largest banks in Canada and the United States have teamed up in a joint commercial banking venture in Brazil. Bank of America, San Francisco, has acquired a 50% interest in Banco Real do Canada, S.A., previously a wholly-owned subsidiary of the Royal Bank of Canada International, Ltd., Nassau, Bahamas. The Canadian bank retains half interest in Banco Real. The Brazilian bank has its head office in Rio de Janeiro, with branches in Sao Paulo, Santos, and Recife.

COMMUNICATIONS—ITT Aerospace Laboratories, an operating unit of International Telephone and Telegraph Corp., New York, has announced that the world's first passenger liner to navigate by satellite communication will use an ITT Model 4007AB Satellite Navigation System. The ship is the Queen Elizabeth 2, which will be operated by the Cunard Lines. The satellite navigation system uses signals from satellites in continuous orbit around the earth to determine a ship's position within one-tenth of a nautical mile anywhere on the seas.

HOUSEHOLD PRODUCTS—The Allied Products Corp., Chicago, has concluded an agreement with the Metzeler Schaum, G.m.b.H., Linz/Rhein, Germany, under which Metzeler Schaum will cooperate with Thomas Pride Mills, Inc., a division of Allied Products in Calhoun, Ga , in the production and sale of bathroom sets, small carpets and other articles. Production will take place in Thomas Pride Mills' recently opened plant in Renaix, Belgium, and the goods will be sold exclusively by Metzeler Schaum.

TIRE CORD—Plans to establish a facility for the production of polyester tire yarn in Tsuruga, Japan, have been announced by The Goodyear Tire & Rubber Co., Akron, Ohio, and Toyobo Co., Ltd., a Japanese textile manufacturer. The two companies are applying to the Japanese Government for validation of the project as a joint venture enterprise to be initially capitalized in excess of $5-million, the announcement said. Production is expected to begin in November, 1970. The plant will be operated under the name Toyobo Petcord Co., Ltd., with equities of Goodyear and Toyobo equally divided.

Newsletter

Signposts to trade expansion in 1969 were sketched in some of the items that appeared in this column in the past year. Keep an eye on further news in the new year on these lines:

Better data on non-tariff barriers to U.S. trade will be readied for use at international negotiating sessions, as U.S. firms furnish chapter-and-verse information on their experiences. Gathering of such company details is now under way at Rutgers University, the Chamber of Commerce of the U.S., and the Trade Information Committee of the President's Office of Special Trade Representative. Though the trade-hampering effects of NTB's are widely discussed, the exact extent of their impact on particular export activity needs more specifics.

Trade promotion efforts by the 50 States will continue to be stepped up. Among the trend indicators along this path reported here in 1968: California published an investor incentive booklet aimed at foreign capital in three languages. Virginia opened a trade development office to stimulate worldwide sale of state products. West Virginia, an early entrant among the States organizing trade missions, decided to make them a yearly event.

Credit support to U.S. exporters will be strengthened, not only by revisions and additions to the regulations governing the credit agencies, but by broadened interpretations of both the large and the small print in the regulations. Notices outlined here of Eximbank and FCIA actions—and Commerce Department cooperation in bringing these services closer to U.S. firms—are pointing toward improved support in this area.

While U.S. Trade Centers overseas continue to sharpen the appeal of their industry-mix shows that bring together the products of 25-35 U.S. firms, exhibitions set up by single companies will also find prime exposure at the Centers. Dozens of such displays, supporting product introductions, demonstrations, sales meetings, etc., are keeping the Centers occupied between the regular exhibitions.

Reappraisal of the Southeast Asia market for many U.S. products will continue, as market performance there in many lines surprises company executives. Three reports featured in this space in 1968 from the Bangkok U.S. Trade Center, for example, told of sales by American firms that overshot predictions by as much as 141%.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Holidays that move with the seasons and with religious observances, and some additions to the national lists around the world, make it important to republish INTERNATIONAL COMMERCE's calendar of commercial holidays worldwide (which last appeared on Jan. 1, 1968). Our cover is an artist's interpretation of the effect of the sum of the holidays on the yearly calendar. Specific dates are listed on pages 2-11, along with the advice to make last-minute verifications before completing travel arrangements.

January 6, 1969

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Special Report

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Holidays around world listed for businessmen

Calendar pinpoints observances in 115 countries that close business, government offices

Another year, a new round of business holidays abroad.

Some are the same as those of last year; some countries have added celebrations, many have shifted dates.

Whether of a religious or secular nature, holidays are significant to the U.S. commercial traveler in planning his work schedule overseas. Only 54 days in 1969 are not commercial holidays somewhere in the world. During March and November, every day is a holiday somewhere.

Whether for ceremony, feast, or festival, a celebration day is likely to close both business and government offices. Even weekends may vary from country to country, region to region, year to year.

For an example of change, the Soviet Union's Government agencies and foreign trade enterprises having shifted to the five-day work week, no business meetings can be arranged on Saturdays and Sundays.

In Afghanistan and Iran, the regular weekend is from Thursday noon through Friday. In Israel, Sunday is a working day, Saturday businesses are closed. In Turkey, the weekend starts at 1 p.m. Saturday and continues on Monday.

Although Christmas is celebrated in most countries, in Laos for example, it is observed only by banks and foreign businesses. In Costa Rica, by contrast, practically no business is conducted during the week following Christmas Day.

Good Friday is observed on April 4 this year in many countries; in others—such as Ethiopia, Lebanon, Greece—it is Apr. 11.

In Taiwan, Chiang Kai-shek's birthday Oct. 31 is not an official holiday, but it is widely observed. In Italy, most businesses are closed during August.

Several countries this year have added holidays to their earlier lists. For example, Jamaica now celebrates National Heroes Day, the third Monday in October. The Dominican Republic is observing Labor Day, May 1.

On this and following pages, commercial holidays are listed for more than 100 countries around the world. They are presented alphabetically within five regions: Europe, Western Hemisphere, Africa, Far East, and Near East/South Asia.

The list, compiled from data prepared by Commercial Officers at U.S. Foreign Service Posts abroad, updates the calendar published in the Jan. 1, 1968, issue of INTERNATIONAL COMMERCE. Throughout the list, an asterisk indicates a movable holiday .

The calendar is intended as a working guide only. Corroboration of dates is suggested in final business travel planning.

IN SLOVAK VILLAGE under High Tatra Mountains, traditional music band highlights Christmas holidays.

EUROPE

AUSTRIA—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), *June 5 (Corpus Christi), Aug. 15 (Assumption), Oct. 26 (National Holiday), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

Regional holidays: Mar. 19 (St. Joseph), Tyrol, Carinthia; Sept. 24 (St. Rupert), Salzburg; Oct. 10 (holiday) Carinthia; Nov. 11 (St. Martin) Burgenland; Nov. 15 (St. Leopold's Day), Lower Austria.

BELGIUM—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), July 21 (National Holiday), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 2 (All Souls), Nov. 11 (Armistice Day), Nov. 15 (Dynasty—King's birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Specialized holidays: all metallurgical plants are closed Dec. 1, traditional holiday of St. Eloi, patron saint of metallurgical workers. The city of Binche celebrates its annual carnival Feb. 18-20.

BULGARIA—Jan. 1 (New Year's), Apr. 30 (half-holiday, preceding May Day), May 1-2 (May Day), May 24 (Education Day), Sept. 9-10 (Liberation Day), Nov. 6 (half-holiday before Oct. Revolution Day), Nov. 7 (Oct. Revolution Day), Dec. 31 (half-holiday before New Year's).

CZECHOSLOVAKIA—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), May 9 (1945 Liberation), Oct. 28 (National Day), Dec. 25-26 (Christmas).

DENMARK—Jan. 1 (New Year's), *Apr. 3 (Maundy Thurs.), *Apr. 4, (Good Friday), *Apr. 7 (Easter Monday), *May 2 (Prayer Day), *May 15 (Ascension), *May 26 (Whit Monday), June 5 (Constitution Day), Dec. 25 (Christmas), Dec. 26 (Second Christmas).

Many industries close at noon on Dec. 24 and on May 1.

FINLAND—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (May Day), *May 15 (Ascension), *May 26 (Whit Monday), June 21 (Midsummer's Day), *Nov. 1 (All Saints), Dec. 6 (Independence Day), Dec. 25-26 (Christmas).

FRANCE—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), July 14 (Bastille Day), *Aug. 15 (Assumption), Nov. 1 (All Saints), Nov 11 (Armistice Day), Dec. 25 (Christmas).

August is a poor month for conducting business, as most business firms are closed.

GERMANY—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), June 17 (Day of German Unity), *Nov. 19 (Repentance Day), Dec. 24—after 4 p.m.—(Christmas Eve), Dec. 25-26 (Christmas).

*Regional holidays: Jan. 6 (Epiphany), Baden-Wuerttemberg, Bavaria; Feb. 26 (Rose Monday), Bonn, Cologne, and other Catholic areas celebrating Carnival; *June 13 (Corpus Christi), Hesse, North Rhine-Westphalia, Rhineland-Palatinate, Saarland, and Catholic areas of Baden-Wuerttemberg and Bavaria; Aug. 15 (Assumption), Saarland, Catholic areas of Bavaria; Nov. 1 (All Saint's Day), Baden-Wuerttemberg, North Rhine-Westphalia, Rhineland-Palatinate, Saarland, Catholic areas of Bavaria.*

GREAT BRITAIN—*Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), June 2 (Whit Monday), Sept. 1 (Late Summer Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

In addition, the Channel Islands observe May 9 (Liberation Day).

GREECE—Jan. 1 (New Year's), Jan. 6 (Epiphany), *Feb. 24 (Kathara Deftera), Mar. 25 (Independence Day), *Apr. 11 (Good Friday), *Apr. 14 (Easter Monday), *Apr. 15 (half-holiday after Easter Monday), Apr. 21 (Panhellenic National Day), May 21 (King's Name Day), *June 2 (Whit Monday), Aug. 15 (Assumption), Oct. 28 (Ohi Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve—half-holiday).

END-OF-YEAR HOLIDAYS illuminate the Champs Elysees in Paris (above), close offices throughout France.

Regional holidays: Mar. 7 (Dodecanese Accession Day), celebrated only on the Dodecanese Islands; Oct. 26 (St. Demetrios), only in Thessaloniki; Nov. 30 (St. Andreas'), only in Patras.

HUNGARY—Jan. 1 (New Year's), Apr. 4 (Liberation Day), *Apr. 7 (Easter Monday), May 1 (Labor Day), Aug. 20 (Constitution Day), Nov. 7 (Russian Revolution Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

ICELAND—Jan. 1 (New Year's), *Apr. 3 (Holy Thurs.), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), *Apr. 24 (First day of summer), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), June 17 (Anniversary of Proclamation of Republic—1944), *Aug. 4 (Bank Holiday), Dec. 24 (Christmas Eve—half holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve—half-holiday).

IRELAND—Jan. 1 (banks only), Mar. 17 (St. Patrick's Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), June 2 (bank holiday), Aug. 4 (bank holiday), Dec. 25 (Christmas), Dec. 26 (St. Stephen's).

ITALY—Jan. 1 (New Year's), Jan. 6 (Epiphany), Mar. 19 (St. Joseph's), *Apr. 7 (Easter Monday), Apr. 25 (Liberation Day), May 1 (Labor Day), *May 15 (Ascension), June 2 (Founding of the Republic Day), *June 5 (Corpus Christi), June 29 (SS. Peter and Paul), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen).

Local holidays: June 24 (St. John), celebrated in Turin, Florence, Genoa; July 15 (S. Rosalia), Palermo only; Sept. 19 (St. Gennaro), Naples only; Dec. 7 (St. Ambrose), Milan only.

LIECHTENSTEIN—Jan. 1 (New Year's), Jan. 6 (Epiphany), Feb. 2 (Candlemas), Mar. 19 (St. Joseph's Day), *Apr. 4 (Good Friday), *Apr. 5 (Holy Sat.), *Apr. 7 (Easter Monday), *May 15 (Ascension Day), *June 2 (Whit Monday), *June 5 (Corpus Christi), Aug. 15 (Assumption), Sept. 8 (Nativity), Nov. 1 (All Saints), Dec. 3 (St. Luke's Day), Dec. 8 (Immaculate Conception), Dec. 25-26 (Christmas).

LUXEMBOURG—Jan. 1 (New Year's), *Feb. 18 (Shrove Tuesday), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), June 23 (National Day), Aug. 15 (Assumption), Sept. 1 (Fall Fair—Schobermess), Nov. 1 (All Saints), Nov. 2 (All Souls), Dec. 25-26 (Christmas).

MALTA—Jan. 1 (New Year's), Jan. 6 (Epiphany), Feb. 10 (St. Paul's Shipwreck), *Apr. 4 (Good Friday), May 1 (St. Joseph), May 15 (Ascension), *June 5 (Corpus Christi), June 29 (SS. Peter and Paul), Aug. 15 (Assumption), Sept. 8 (Great Siege Day), Sept. 21 (Independence Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

MONACO—Jan. 27 (Sainte Devote), *Feb. 18 (Shrove Tuesday), Mar. 13 (Mie-Careme), Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (May Day), *May 15 (Ascension Day), May 26 (Pentecost Monday), June 13 (Fete-Dieu), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 19 (National Holiday), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas Day).

NETHERLANDS—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), Apr. 30 (Queen's Birthday), *May 15 (Ascension), *May 26 (Whit Monday), Dec. 25-26 (Christmas).

N. IRELAND—Mar. 17 (St. Patrick's Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), Apr. 8 (Trades Holiday), June 2 (Whit Monday), July 12 (Orangeman's Day), July 13 (Government and Trades Holiday), Sept. 1 (Late Summer Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Banks, schools and government offices are closed for St. Patrick's Day observance, but most businesses remain open.

NORWAY—Jan. 1 (New Year's), *Apr. 3 (Maundy Thurs.), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), May 17 (Constitution Day), *May 26 (Whit Monday), Dec. 24 — half day, Dec. 25-26 (Christmas).

POLAND—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), *June 5 (Corpus Christi), July 22 (National Day), Nov. 1 (All Saints), Dec. 25-26 (Christmas).

PORTUGAL—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *June 5 (Corpus Christi), June 10 (Portugal Day), June 13 (St. Antonio), Aug. 15 (Assumption), Oct. 5 (Proclamation of Portuguese Republic), Nov. 1 (All Saints), Dec. 1 (Restoration of Portuguese Independence), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

ROMANIA—Jan. 1-2 (New Year's), May 1 (Labor Day), May 2 (Youth Day), Aug. 23-24 (Liberation Day).

SCOTLAND—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 26 (Bank Holiday), *June 2 (Whit Monday), Aug. 4 (Bank Holiday), Sept. 1 (Late Summer Bank Holiday), Dec. 25 (Christmas).

SPAIN—Jan. 1 (New Year's), Jan. 6 (Epiphany), Mar. 19 (St. Joseph's Day), Apr. 1 (Victory Day), *Apr. 3—after 2 p.m.—(Maundy Thurs.), Apr. 4 (Good Friday), May 1 (Labor Day), *May 15 (Ascension Day), *June 5 (Corpus Christi), June 29 (SS. Peter and Paul), July 18 (National Day), July 25 (St. James Day), Aug. 15 (Assumption), Oct. 1 (Day of the Caudillo), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

*Local holidays: May 15 (St. Isidro) is celebrated in Madrid only; *Apr. 7 (Easter Monday), June 24 (St. John the Baptist Day), Sept. 24 (Our Lady of Mercy), and Dec. 26 (St. Stephen's Day) are celebrated in Barcelona only.*

SWEDEN—Jan. 1 (New Year's), Jan. 6 (Three Kings Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), *June 20 (Midsummer Eve), *Nov. 1 (All Saints), Dec. 25 (Christmas), Dec. 26 (Second Day of Christmas).

Banks, offices and some government and commercial institutions probably will close early on Apr. 3, June 19, Oct. 31, Dec. 24, Dec. 31.

SWITZERLAND—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), *May 15 (Ascension), *May 26 (Whit Monday), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

**Apr. 4 (Good Friday) is not observed in Ticino.*

Thirty other days are observed locally, of which the following are noteworthy for major business centers: Jan. 2 (Berchtold Day), Bern, Zurich; March 4, 6 (Carnival), Basel; April 22 (Sechselauten), Zurich; May 1, Basel, Zurich; Aug. 1 (Swiss National Day), half-holiday in major cities; Sept. 5 (Geneva Thanksgiving), Geneva; Sept. 9 (Knabenschiessen), Zurich; Dec. 31 (Restauration Day), Geneva.

U.S.S.R.—Jan. 1 (New Year's), Mar. 8 (Women's Day), May 1-2 (May Day), May 9 (Victory over Fascism), Nov. 7-8 (October Revolution), Dec. 5 (Constitution Day).

YUGOSLAVIA—Jan. 1-2 (New Year's), May 1-2 (Int'l Labor Day), July 4 (Fighters Day), Nov. 29-30 (Day of the Republic).

Regional holidays: July 7 (Liberation Day—Serbia), July 13 (Liberation Day—Montenegro), July 22 (Liberation Day—Slovenia), July 27 (Liberation Day—Croatia & Bosnia-Hercegovina), Oct. 11 (Liberation Day—Macedonia).

COPENHAGEN SHOPPERS (below) prepare for Christmas, a two-day holiday in all Scandinavian nations.

WESTERN HEMISPHERE

ARGENTINA—Jan. 1 (New Year's Day) Jan. 6 (Epiphany), *Feb. 17-18 (Carnival), *Apr. 3 (Holy Thurs.), *Apr. 4 (Good Friday), May 1 (Labor Day), May 25 (Anniversary of 1810 Revolution), *June 5 (Corpus Christi), June 20 (Flag Day), July 9 (Independence Day), Aug. 15 (Assumption), Aug. 17 (Death of Gen. San Martin), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Nov. 6 (Bank Holiday), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

BOLIVIA—Jan. 1 (New Year's Day), *Feb. 17-18 (Carnival), *Apr. 3 (Holy Thurs.), *Apr. 4 (Good Friday), May 1 (Labor Day), *June 5 (Corpus Christi), Aug. 5-6 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Dec. 25 (Christmas).

Regional holiday: July 16 (La Paz Day) celebrated only in La Paz.

BRAZIL—Jan. 1 (New Year's), Jan. 20 (St. Sebastian, Rio de Janeiro only), *Feb. 17, 18 (carnival), *Feb. 19 morning (Ash Wednesday), *Apr. 4 (Good Friday), Apr. 21 (Tiradentes), May 1 (Labor Day), *June 5 (Corpus Christi), Sept. 7 (Independence Day), Nov. 2 (All Souls) Nov. 15 (Proclamation of the Republic), Dec. 8 (Immaculate Conception), Dec. 25 Christmas).

CANADA—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), *May 19 (Queen's Birthday), July 1 Dominion Day), *Sept. 1 (Labor Day), *Oct. 13 (Thanksgiving), Nov. 11 (Remembrance Day), Dec. 25 (Christmas).

*Regional holidays: Quebec Province only —Jan. 6 (Epiphany), *Feb. 19 (Ash Wednesday), *May 15 (Ascension), June 24 (St. John the Baptist Day), July 12 (Orangeman's Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception); Nova Scotia only—Jan. 11 (Sir John Macdonald's Day); Newfoundland only—Mar. 17 (St. Patrick's Day), Apr. 23 (St. George's Day), *June 23 (Discovery Day), July 12 (general holiday); Manitoba and Ontario only—*Aug. 4 (Civic Holiday); Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland, Prince Edward Island—Dec. 26 (Boxing Day). Such holidays as Easter Monday, Remembrance Day, Ash Wednesday, Ascension, All Saints and the Immaculate Conception are generally observed by the government and financial institutions but not by the business community.*

CHILE—Jan. 1 (New Year's), *Apr. 11 (Good Friday), May 1 (Labor Day), May 21 (Battle of Iquique), June 29 (SS. Peter and Paul), Aug. 15 (Assumption), Sept. 18-19 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 Christmas).

COLOMBIA—Jan. 1 (New Year's), Jan. 6 (Epiphany), Mar. 19 (St. Joseph), *Apr. 3 (Holy Thursday), *Apr. 4 (Good Friday), May 1 (Labor Day), May 15 (Ascension Day), *June 5 (Corpus Christi), *June 13 (Sacred Heart), June 29 (SS. Peter and Paul), July 20 (Independence Day), Aug. 7 (Battle of Boyaca), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Nov. 11 (Independence of Cartagena), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COSTA RICA—Jan. 1 (New Year's), Mar. 19 (St. Joseph), *Mar. 31-Apr. 4 (Holy Week), May 1 (Labor Day), *June 5 (Corpus Christi), Aug. 2 (Our Lady of the Angels), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

Although the week after Christmas is not a holiday, practically no business is carried on then.

DOMINICAN REPUBLIC—Jan. 1 (New Year's), Jan. 21 (Day of LaAltagracia), Jan. 26 (Duarte Day), Feb. 27 (Independence Day), *Apr. 4 (Good Friday), May 1 (Labor Day), *June 5 (Corpus Christi), Aug. 16 (National Restoration Day), Sept. 24 (Our Lady of Mercy), Dec. 25 (Christmas).

ECUADOR—*Jan. 1 (New Year's), Jan. 6 (Epiphany), *Feb. 17-18 (Carnival), *Apr. 3 (Holy Thurs.), *Apr. 4 (Good Friday), May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Simon Bolivar's Birthday), Aug. 10 (Independence Day), Oct. 9 (Guayaquil Independence), Oct. 12 (Columbus Day), Nov. 2 (All Souls), Nov. 3 (Cuenca Independence), Dec. 6 (Founding of Quito), Dec. 25 (Christmas).

CHANGING OF THE GUARD IN OTTAWA is a colorful spectacle that attracts many holiday visitors.

EL SALVADOR—Jan. 1 (New Year's), *Mar. 31-Apr. 5 (Holy Week), May 1 (Labor Day), May 10 (Mother's Day), *Aug. 1-6 (Feasts of San Salvador), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls), Nov. 5 (1st call to Independence), Dec. 12 (Our Lady of Guadalupe's Day), Dec. 25 (Christmas).

GUATEMALA—Jan. 1 (New Year's), *Apr. 3 (Holy Thursday), *Apr. 4 (Good Friday), *Apr. 5 (Holy Saturday), May 1 (Labor Day), June 30 (Army Day), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Oct. 20 (Revolution Day), Nov. 1 (All Saints), Dec. 24 (Christmas Eve—half-holiday), Dec. 25 (Christmas).

The above dates apply to government operations; the same holidays with the exception of Columbus Day, are normally observed by private firms. Holidays falling on Saturdays, a half-workday for most government and private institutions, are normally observed on Saturday. Most towns outside the Capital celebrate one or more festivals, usually saints' days.

HAITI—Jan. 1 (New Year's Day, Independence Day), Jan. 2 (Ancestors Day), *Feb. 18 (Mardi-Gras), *Apr. 3 (Holy Thursday), *Apr. 4 (Good Friday), May 1 (Agriculture & Labor Day), *May 15 (Ascension), May 18 (Haitian Flag & University Day), May 22 (National Sovereignty Day), *June 5 (Corpus Christi), Aug. 15 (Assumption), Oct. 17 (Anniversary of death of Dessalines), Oct. 22 (Anniversary of Pres. Duvalier taking oath), Oct. 24 (U.N. Day), Nov. 1 (All Saints' Day), Nov. 2 (All Souls' Day), Nov. 18 (Anniversary of Battle of Vertieres, Armed Forces Day), Dec. 5 (Anniversary of Discovery of Haiti by Columbus), Dec. 25 (Christmas).

HONDURAS—Jan. 1 (New Year's), *Apr. 3-5 (Holy Week), May 1 (Labor Day), June 20 (Dia de San Pedro, San Pedro Sula only), Sept. 15 (Independence Day), Oct. 3 (Morazan), Oct. 12 (Columbus), Oct. 21 (Armed Forces Day), Dec. 25 (Christmas).

JAMAICA—Jan. 1 (New Year's), *Feb. 19 (Ash Wednesday), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 23 (Labor Day), *Aug. 7 (Independence Day), *Oct. 20 (National Heroes Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

MEXICO—Jan. 1 (New Year's Day), Feb. 5 (Promulgation of Constitution), Mar. 21 (Juarez's Birthday), *Apr. 3-5 (Holy Week), May 1 (Labor Day), May 5 (Victory of Gen Zaragosa), Sept. 16 (Independence Day), Oct 12 (Columbus Day), Nov. 2 (All Souls' Day), Nov. 20 (Anniversary of the Revolution), Dec. 12 (Our Lady of Guadalupe's Day), Dec. 25 (Christmas).

Many offices don't open at all during Holy Week, Apr. 8-13. Sept. 1, the President's Address to Congress, is not an obligatory holiday but many offices close. Government officials take their vacations May 20-June 1 and Dec. 20-Jan. 1.

IN BUENOS AIRES, buyers hurry along Florida Ave. Businesses are closed on 17 holidays in Argentina.

NICARAGUA—Jan. 1 (New Year's), *Mar. 31-Apr. 6 (Holy Week), May 1 (Labor Day), May 27 (Army Day), Aug. 1 & 10 (St. Domingo), Sept. 14 (Battle of San Jacinto), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PANAMA—Jan. 1 (New Year's Day), *Feb. 18 (Carnival), Mar. 1 (Constitution Day), *Apr. 4 (Good Friday), May 1 (Labor Day), Nov. 3 (Independence from Colombia), Nov. 4 (Flag Day), Nov. 10 (Cry of Independence from Spain), Nov. 28 (Independence from Spain), Dec. 8 (Mother's Day), Dec. 25 (Christmas).

Oct. 1 (Presidential Inauguration) is observed every 4 years. Nov. 5 (Commemoration of the date the patriarchs of Colon supported independence from Colombia) is observed only in Colon.

PARAGUAY—Jan. 1 (New Year's Day), Feb. 3 (St. Blaise's Day), Mar. 1 (Heroes' Day), *Apr. 3 (Holy Thurs.), *Apr. 4 (Good Friday), May 1 (Labor Day), May 14-15 (Independence Day), June 12 (Peace of Chaco), *June 5 (Corpus Christi), Aug. 15 (Founding of Asuncion), Sept. 22 (Battle of Boqueron), Sept. 29 (War with Bolivia), Oct. 12 (Columbus Day), Nov. 1 (All Saints' Day), Dec 8 (Our Lady of Caacupe), Dec. 25 (Christmas).

PERU—Jan. 1 (New Year's), *Apr. 3—half-day (Holy Thursday), *Apr. 4 (Good Friday), May 1 (Labor Day), June 29 (SS Peter & Paul), July 28-29 (Independence Day), Aug. 30 (St. Rose of Lima), Nov. 1 (All Saints) Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

TRINIDAD & TOBAGO—Jan. 1 (New Year's Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 26 (Whit Monday), *June 5 (Corpus Christi), Aug. 5 (Discovery Day), Aug. 31 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Eid ul Fitr (Muslim holiday) is celebrated sometime in Feb./Mar. and Divali (Hindu holiday) is celebrated sometime in Oct./Nov., depending upon lunar observance.

URUGUAY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *Feb. 17-18 (Carnival), *Mar. 30-Apr. 5 (Holy Week), Apr. 19 (Crusade of the 33 Liberators), May 1 (Labor Day), May 18 (Battle of Las Piedras), June 19 (Artigas' Birthday), July 18 (Constitution Day), Aug. 25 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls' Day), Dec. 8 (Blessing of the Waters), Dec. 25 (Christmas).

VENEZUELA—Jan. 1 (New Year's), Jan. 6 (Epiphany), Feb. 17-18 (Carnival), *Apr. 2 (Holy Wednesday—half-holiday), *Apr. 3 (Maundy Thursday), *Apr. 4 (Good Friday), *Apr. 5 (Resurrection Saturday), Apr. 19 (Declaration of Independence), May 1 (Labor Day), *May 15 (Ascension), *June 5 (Corpus Christi), June 24 (Battle of Carabobo), July 5 (Independence Day), July 24 (Bolivar's Birthday), *Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 24 (Christmas Eve), Dec. 25 (Christmas), Dec. 31 (New Year's Eve—half-holiday).

Regional holidays: Feb. 3 (Sucre's Birthday), Cumana, Puerto Sucre; Mar. 10 (Vargas' Day), port of La Guaira; Mar. 19 (St. Joseph), port of Puerto Cabello; Sept. 8 (Coromoto), Las Piedras port; Oct. 24 (Urdaneta's Birthday), Maracaibo; Nov. 14 (General Anzoategui's Birthday), Puerto La Cruz, Guanta; Nov. 18 (Chiquinquira Day), Maracaibo.

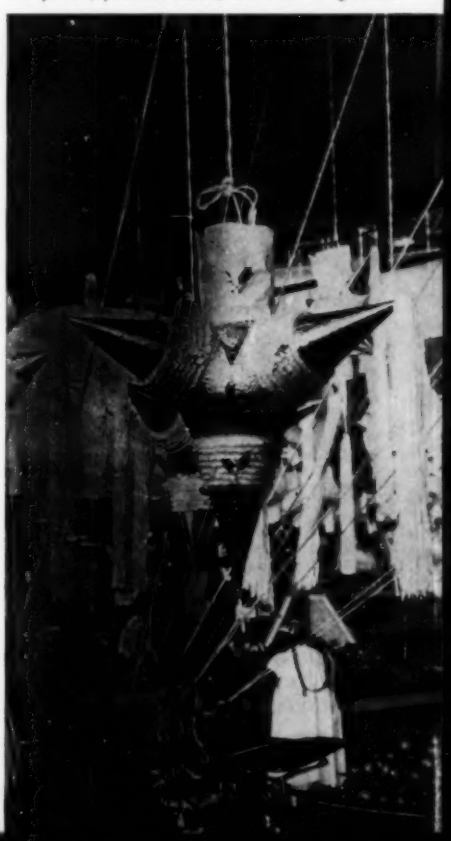
AFRICA

BOTSWANA—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 5 (Holy Saturday), *Apr. 7 (Easter Monday), *May 15 (Ascension Day), May 26 (Monday following (President's Day), *May 27 (day following Whit Monday), *June 6 (Commonwealth Day), *Aug. 4 (Bank Holiday), Sept 30 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

BURUNDI—Jan. 1 (New Year's Day), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), July 1 (Independence Day), Aug. 15 (Assumption). Sept. 18 (Victory of Uprona Party), Oct. 13 (Murder of Hero of State Rwagasore), Nov. 1 (All Saints' Day), Nov. 30 (Anniversary of Revolution), Dec. 25 (Christmas), Dec. 27 (Umugamuro).

CAMEROON—Jan. 1 (New Year's), Feb. 11 (Youth Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), May 26 (Pentecost Monday), Aug. 15 (Assumption), Oct. 1 (Reunification Day), Nov. 1 (All Saints), Dec. 10 (Human Rights Day), Dec. 25 (Christmas).

CELEBRATIONS IN MEXICO often center around the pinata, pictured below, chock full of goodies.



The dates are not yet determined for the End of Ramadan, which will occur sometime in Dec., and the Fete du Mouton, 70 days after the end of Ramadan.

CENTRAL AFRICAN REPUBLIC—Jan. 1 (New Year's), Mar. 29 (Anniversary of Death of 1st President, Barthelemy Boganda), *Apr. 7 (Easter Monday), May 1 (Labor Day), May 15 (Anniversary of Installation of 1st Government), *May 15 (Ascension), *May 26 (Pentecost), Aug. 13 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 11 (Anniversary of 1st Election of Boganda to French Nat'l Assembly), Dec. 2 (day following Republic Day), Dec. 25 (Christmas).

CHAD—Jan. 1 (New Year's), Jan 11 (National Day), *Feb. 1 (Aid el Kebir), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), May 25 (African Continent Liberation Day), *May 29 (Pentecost), *June-July (Mouloud el Nebi), Aug. 11 (Proclamation of Independence), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 28 (Proclamation of the Republic), Dec. 25 (Christmas), *end of Dec. (Aid el Sequir—30 days after Ramadan).

CONGO—Jan. 1 (New Year's), Jan. 4 (Martyr of Independence Day), *Apr. 7 Easter Monday), May 1 (Labor Day), *May 15 (Ascension), May 20 (Anniversary of the Proper Movement of the Revolution Party), *May 26 (Pentecost), June 30 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints'), Nov. 17 (Army Day), Nov. 23 (Anniversary of the New Regime), Dec. 25 (Christmas).

DAHOMEY—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension), *May 26 (Pentecost Monday), Aug. 1 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas).

ETHIOPIA—Jan. 27 (Epiphany), Feb. 19 (Martyrs of Yekatit), Feb. 23 (Victory of the Battle of Adua), *Apr. 11 (Good Friday), *Apr. 14 (Easter Monday), July 23 (Emperor's Birthday), Aug. 22 (Assumption), Sept. 11 (Ethiopian New Year), Sept. 27 (Maskal), Nov. 2 (Emperor's Coronation).

Dates of Easter holidays vary, because Ethiopian calendar differs from Gregorian.

GABON—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 26 (Pentecost), Aug. 15 (Assumption), Aug. 16 (Special Holiday), Aug. 17 (Independence), Nov. 1 (All Saints' Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

GHANA—Jan. 1 (New Years'), Feb. 24 (Liberation Day), Mar. 6 (Independence Day), *Apr. 4 (Good Friday), *Apr. 5 (Holy Saturday), *Apr. 7 (Easter Monday), *Aug. 4 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

GUINEA—Jan. 1 (New Year's), Mar. 1 (Guinean Franc Day), Mar. (Tabaski), May 1 (May Day), June (Prophet's Birthday), Aug. 15 (Assumption), Sept. 28 (Referendum Day), Oct. 2 (Independence Day), Nov. 1 (Defense of Revolution Day), Nov. 8 (Loi Cadre Day), Dec. 25 (Christmas), *end of Dec. (end of Ramadan).

MOROCCO'S ANCIENT CITY OF FEZ attracts commercial travelers—as well as religious visitors—when Rabat's business or government offices are closed for celebrations. (Pan American World Airways photo)

Government and business offices are open half-days on Fridays, the Moslem Sabbath.

IVORY COAST—Jan. 1 (New Year's), *Feb. 22 (Tabaski), *Apr. 14 (Easter Monday), May 1 (Labor Day), *May 12 (Pentecost), *May 22 (Ascension), Aug. 7 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints), *Dec. 1 (End of Ramadan), Dec. 25 (Christmas).

KENYA—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), June 2 (day following Madaraka Day), *Aug. 4 (Bank Holiday), *Oct. 21 (Kenyatta Day), Dec. 12 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Children's Day).

LIBERIA—Jan. 1 (New Year's), Jan. 7 (Pioneers' Day), Feb. 11 (Armed Forces Day), Mar. 8 (Decoration Day), Mar. 15 (J. J. Roberts Day), Apr. 14 (Day of Fasting & Prayer), May 14 (Unification Day), May 26 (day following Africa Liberation Day), July 26 (Independence Day), Aug. 25 (day following Flag Day), Nov. 6 (Thanksgiving Day), Nov. 29 (President's Birthday), Dec. 1 (Matilda Newport Day), Dec. 25 (Christmas).

LIBYA—*Mar. 5 (Id El Adha), Mar. 12 (King's Birthday), Mar. 22 (Arab League Day), *Mar. 26 (Hejira New Year), *Apr. 15 (Aashurah Day), *June 1 (Prophet's Birthday), Aug. 9 (Army Day), Oct. 7 (Constitution Day), *Oct. 11 (Feast of Miraaj), *Nov. 1 (Mid Sha'Baan), Nov. 21 (UN Resolution Day), *Dec. 16 (Id El Fitr), Dec. 24 (Independence Day).

MALAGASY REPUBLIC—Jan. 1 (New Year's), Mar. 29 (Commemoration of the 1947 Revolt), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension Day), May 25 (Africa Liberation Day), *May 26 (Whit Monday), June 26 (Independence Day), Aug. 15 (Assumption), Oct. 14 (National Day), Nov. 1 (All Saints), Dec. 25 (Christmas).

MALAWI—Jan. 1 (New Year's), Mar. 3 (Martyrs' Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 14 (Kamuzu Day), July 7 (National Day), Aug. 4 (Bank Holiday), Oct. 17 (Mother's Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

MALI—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), Sept. 22 (Independence Day), Dec. 25 (Christmas).

The dates of these three Moslem holidays have not yet been determined for 1969: Tasbaski, end of Ramadan, Mouloud.

MOROCCO—Jan. 1 (New Year's), Mar. 3 (Feast of the Throne), *Apr. 3-4 (Passover), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), *May 26 (Whit Monday), Aug. 15 (Assumption), *Sept. 13 (Rosh Hashana), Sept. 22 (Yom Kippur), Nov. 1 (All Saints), Nov. 18 (Independence Day), Dec. 25 (Christmas).

The following are approximate dates for Moslem holidays, which cannot be fixed in advance: Mar. 2 (Aid el Kebir), Mar. 22 (Moslem New Year), Mar. 31 (Achoura), June 1 (Mouloud), Dec. 11 (Aid el Fitr). Banks are closed the afternoons of Aug. 14, Oct. 31, Dec. 24. During the Moslem month of Ramadan, running approximately from Nov. 12 to Dec. 11, banks are open from 9:30 a.m. to 2 p.m.; Moroccan Gov't offices, 9 a.m.-2 p.m. The above list includes Moslem, Christian and Jewish holidays observed by the banks, but not all are observed by all businesses or government agencies.

NIGER—Jan. 1 (New Year's), *Mar. (Tabaski). *Apr. 7 (Easter Monday). May 1

(Labor Day), *May 15 (Ascension Day), *May 26 (Pentecost Monday), *June (Mouloud), Aug. 3 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints), Dec. (Korite), Dec. 18 (Republic Day), Dec. 25 (Christmas).

NIGERIA—Jan. 1 (New Year's), *Feb. 26-27 (Ed-El-Kabir), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), *May 28 (Ed-El-Maulud), Oct. 1 (National Day), *Dec. 10-11 (Ed-El-Fitri), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

RWANDA—Jan. 1 (New Year's), Jan. 28 (Democratic Day), *Apr. 7 (Easter Monday), May 1 (Labor Day), *May 15 (Ascension), July 1 (Independence Day), Sept. 25 (National Assembly Day), Oct. 10 (Proclamation of Human Rights), Oct. 26 (Gov't Day), Nov. 24 (Justice Day), Dec. 25 (Christmas).

SENEGAL—Jan. 1 (New Year's), *Apr. 7 (Easter Monday), May 1 (Labor Day), May 15 (Ascension), May 26 (Pentecost), July 14 (Bastille Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas.

The dates of these three Moslem holidays have not yet been determined: Birthday of the Prophet, Tabaski, Korite.

SIERRA LEONE—Jan. 1 (New Year's), *Feb. 27, estimated (Eid ul Adha), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), Apr. 27 (Independence Day), *May 8 (Moulid un Nabi), *May 26 (Whit Monday), Aug. 4 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SOMALIA—*Feb. 28-Mar. 1 (Feast of Arafa), *Mar. 19-20 (Islamic New Year), May 1 (Labor Day), May 25 (African Solidarity Day), June 26 (Independence Day, only in former British Protectorate), July 1 (Independence Day, only in former Italian Somalia), Oct. 12 (Flag Day), Oct. 24 (U.N. Day), *Dec. 8-9 (Idd-el-Fitr).

SOUTH AFRICA—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), *May 15 (Ascension), May 31 (Republic Day), *July 14 (Family Day), *Sept. 1 (Settlers Day), Oct. 10 (Kruger Day), Dec. 16 (Day of the Covenant), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Regional Holiday: Jan. 2 in Cape Province.

SOUTHERN RHODESIA—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 5 (Holy Sat.), *Apr. 7 (Easter Monday), *May 26 (Whit Monday), *July 8 (Rhodes Day), *July 9 (Founders Day), Sept. 12 (Pioneer Day), Nov. 11 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

Commonwealth Day on May 24 and the Queen's Birthday on June 8 are provisional.

SUDAN—(Independence and New Year's), *Feb. 26-Mar. 2, estimated (Kurban Bairam), *Mar. 15 (Mohammedan New Year), *Apr. 12 (Sham El Nassem), *May 15 (Prophet's Birthday), Oct. 21 (Revolution Day), *Dec. 10, estimated (Ramadan Bairam), Dec. 25 (Christmas).

TANZANIA—Jan. 12 (Zanzibar Revolution Day), Feb. 28 (Id-el-Haj), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), Apr. 26 (Union Day), May 1 (Int'l Workers Day), *May 29 (Maulid), July 7 (Saba Saba Day), Dec. 9 (Independence & Republic Day), *Dec. 11-12 (Id-el-Fitr), Dec. 25 (Christmas).

TOGO—Jan. 1 (New Year's), Jan. 13 (National Liberation Day), *Apr. 7 (Easter Monday), Apr. 27 (Independence Day), *May 15 (Ascension Day), *May 26 (Pentecost), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas).

TUNISIA—Jan. 1 (New Year's), Jan. 18 (Remembrance Day), *Feb. 26 (Aid El Kebir), *Mar. 19 (Ras El Am El Hejeri), Mar. 20 (Independence Day), Apr. 9 (Martyrs' Day), May 1 (Labor Day), May 28 (Mouled), June 1 (Victory Day), July 25 (Republic Day), Aug. 3 (President's Birthday), Aug. 3 (Women's Day), Oct. 15 (Evacuation of Bizerte), *Dec. 10-11 (Aid Seghir).

UGANDA—Jan. 1 (New Year's), *Jan. (Idd el Fitr), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), May 1 (Labor Day), Sept. 8 (Republic Day), Oct. 9 (Independence Day), *Dec. 10 (Idd el Fitr), Dec. 25 (Christmas), Dec. 26 (Public Holiday).

UPPER VOLTA—Jan. 1 (New Year's), Jan. 3 (Anniversary of 1966 Coup), *Apr. 15 (Easter Monday), May 1 (Labor Day), *May 23 (Ascension Day), *June 2 (Whit Monday), *Nov. (End of Ramadan), Nov. 1 (Assumption), Dec. 11 (Independence Day), Dec. 25 (Christmas).

End of Mouloud unknown.

ZAMBIA—Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 5 (Holy Saturday), *Apr. 7 (Easter Monday), May 1 (Labor Day), May 26 (Africa Freedom Day, Whit Monday), July 7 (Heroes Day), July 8 (Unity Day), Aug. 11 (Youth Day), Oct. 24 (Independence Day), Dec 25 (Christmas Day), Dec. 26 (Boxing Day).

FAR EAST

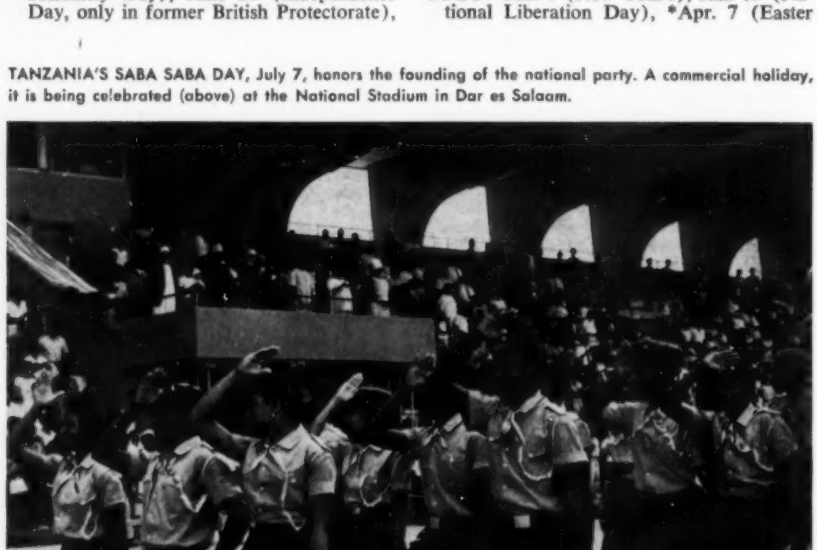
AUSTRALIA—Jan. 1 (New Year's), *Jan. 27 (Australia Day), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), Apr. 25 (ANZAC Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Regional holidays: Jan. 2 (additional New Year's Day), Victoria only; *Mar. 3 (Labor Day), Western Australia and Tasmania; *Mar. 10 (Labor Day), Victoria; *Apr. 15 (Bank holiday), Victoria, Western Australia, Tasmania; *May 5 (Labor Day), Queensland, Northern Territory; *June 2 (Foundation Day), Western Australia; *June 16 (Queen's Birthday), all States except Western Australia; *Aug. 4 (bank holiday), Australian Capital Territory, New South Wales; *Aug. 13 (bank holiday), Queensland; Sept. 25 (Show Day), Western Australia; *Sept. 25 (Show Day), Melbourne; *Oct. 6 (Labor Day), A.C.T. and New South Wales; *Oct. 13, (Queen's Birthday) Western Australia and (Labor Day) South Australia; *Nov. 4 (Cup Day), Victoria; *Dec. 29 (Proclamation Day), South Australia.*

FIJI—Jan. 1 (New Year's Day), *Apr. 4 (Good Friday), *Apr. 5 (Holy Sat.), *Apr. 7 (Easter Monday), June 7 (Queen Elizabeth's Birthday), Aug. (Bank Holiday), Oct. 9 (Cession Day), Nov. 14 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

HONG KONG—Jan. 1 (first weekday in Jan.), *Feb. 17 (Chinese New Year), *Feb. 18 (second day of New Year), *Feb. 19 (third day of New Year), *Mar. 31 (gen-

TANZANIA'S SABA SABA DAY, July 7, honors the founding of the national party. A commercial holiday, it is being celebrated (above) at the National Stadium in Dar es Salaam.



eral holiday in lieu of that for Ching Ming Festival), *Apr. 4 (Good Friday), *Apr. 5 (day following Good Friday, Ching Ming Festival), *Apr. 7 (Easter Monday), *Apr. 21 (Queen's Birthday), *June 19 (Tuen Ng Festival), July 1 (first weekday in July), *Aug. 4 (first Monday in August), *Aug. 25 (Liberation Day), *Sept. 27 (day following Chinese Mid-Autumn Festival), *Oct. 20 (day following Chung Young Festival), Dec. 25-26 (Christmas).

INDONESIA—Jan. 1 (New Year's), *Feb. 27 (End of Fasting of Pilgrims), *Mar. 19 (Moslem New Year), *May 15 (Ascension of Christ), *May 29 (Mohammed's Birthday), Aug. 15 (St. Mary's Day), Aug. 17 (Independence Day), *Oct. 9 (Ascension of Mohammed), *Dec. 11-12 (End of Lebaran Fast), Dec. 25 (Christmas).

JAPAN—Jan. 1 (New Year's), Jan. 15 (Adult's Day), Feb. 11 (Nat'l Foundation Day), *Mar. 20 (Vernal Equinox Day), Apr. 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 15 (Respect for the Aged Day), *Sept. 23 (Autumnal Equinox Day), Oct. 10 (Physical Culture Day), Nov. 3 (Culture Day), Nov. 23 (Labor Thanksgiving Day).

KOREA—Jan. 1-3 (New Year's), Mar. 1 (Independence Movement Day), Mar. 10 (bank holiday), Apr. 5 (Arbor Day), May 16 (Revolution Day), June 6 (Memorial Day), July 17 (Constitution Day), Aug. 15 (Independence Day), *Sept. 26 (Thanksgiving), Oct. 3 (National Foundation), Oct. 9 (Korean Alphabet Day), Oct. 24 (UN Day), Dec. 25. (Christmas).

LAOS—Jan. 1 (New Year's), *Feb. 2 (Buddhist All Saints' Day), *Feb. 17-19 (Chinese New Year), Mar. 23 (Army Day), *Apr. 13-15 (New Year), *May 1 (Birth, Enlightenment and Death of Buddha), May 11 (Constitution Day), July 19, (Independence Day), *July 29 (Beginning of Buddhist Lent), July 19 (Independence Day), *Sept. 11 (Rice Growing Day), *Sept. 26 (Rice Donation Day), *Oct. 26 (End of Buddhist Lent), *Oct. 27 (Boat Race Day), *Nov. 22-24 (That Luang Festival).

MALAYSIA—Jan. 1 (New Year's), Feb. 17, 18 (Chinese New Year), *Feb. 27 (Hari Raya Haji) (27, 28, Sarawak), *May 28 (Birthday of Prophet Muhammad) (Sarawak on May 29), June 4 (Birthday of H.M. Yang di-Pertuan Agong), Aug. 31 (Malaysia Day), *Dec. 10, 11 (Hari Rava Puasa (Sarawak, Dec. 11, 12)), Dec. 25 (Christmas).

*Regional holidays: Mar. 8 (Birthday of H.R.H. Sultan of Selangor), Selangor; Mar. 10 (Birthday of H.E. Governor of Penang), Penang; Mar. 19 (first day of Muharram), Selangor, Penang; *Apr. 4 (Good Friday), Penang, Sarawak; *Apr. 5 (Easter Saturday), Selangor; *Apr. 7 (Easter Monday), Sarawak; May 1 (Wesak), Selangor, Penang; June 1, 2 (Dayak Festival), Sarawak; Oct. 26 (Birthday of H.E. Governor of Sarawak), Sarawak; Oct. 10 (Deepavali) Selangor, Penang; Dec. 26 (Boxing Day), Sarawak.*

NEW ZEALAND—*Jan. 1 (New Year's), *Apr. 4 (Good Friday), *Apr. 7 (Easter Monday), Apr. 25 (ANZAC Day), *June 2 (Queen's Birthday), *Oct. 27 (Labor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Regional holidays: *Jan. 20 (Wellington Day), *Jan. 27 (Auckland Day), Dec. 25-Jan. 11, businesses operate with a minimal staff.*

PHILIPPINES—Jan. 1 (New Year's), *Apr. 3 (Holy Thurs.), *Apr. 4 (Good Friday), Apr. 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), July 4 (Republic Day), Nov. 1 (All Saints), Nov. 11 (General Election Day), Nov. 30 (National Heroes' Day), Dec. 25 (Christmas), Dec. 30 (Rizal's Day).

Regional holidays: Jan. 6 (Quezon City Day), Quezon City; June 24 (Manila Day), Manila; Aug. 16 (Pasay City Day), Pasay City; Aug. 29 (Battle of Pinaglabanan), San Juan, Rizal.

SINGAPORE—Jan. 1 (New Year's), *Feb. 17-18 (Chinese New Year), *Feb. 27 (Hari Raya Haji), *Apr. 4 (Good Friday), May 1 (Labor Day), May 30 (Vesak Day), Aug. 9 (National Day), Oct. 10 (Deepavali), *Dec. 10 (Hari Raya Puasa), Dec. 25 (Christmas).

THE BUN FESTIVAL, celebrated on an island near Hong Kong in honor of ancestors slain by pirates, calls for baking of buns fastened to bamboo poles until they resemble gigantic ears of corn. When the festival ends, youths scramble up and toss buns to the crowds for good luck. (Pan Am photo)

SOUTH VIET-NAM—Jan. 1 (New Year's Day), *Feb. 17-19 (Vietnamese New Year—Tet), Mar 23 (Trung Sisters Anniversary), Apr. 26 (Hung-Vuong Anniversary), May 1 (Labor Day), *May 8 (Ascension Day), *May 30 Buddha's Birthday), Aug. 15 (Assumption), Oct. 1 (Commemoration of the death of Tran Hung Dao), *Sept. 28 (Confucius Anniversary), Nov. 1 (Anniversary of the Revolution), Nov. 2 (Memorial Day), Dec. 25 (Christmas).

TAIWAN—Jan. 1-2 (New Year's Day), *Feb. 17-18 (Chinese New Year—Spring Festival), Mar. 29 (Youth Day), *June 19 (afternoon only, Dragon Boat Festival), Sept 26 (afternoon only, Mid-Autumn Festival), Sept. 28 (Confucius' Birthday—Teachers' Day), Oct. 10 (Founding of Republic of China), Oct. 25 (Restoration Day), Nov. 12 (Dr. Sun Yat-sen's Birthday), Dec. 25 (Constitution Day).

Oct. 31 (Pres. Chaing Kai-shek's Birthday) is not an official holiday, but widely observed. In addition, many non-official and religious holidays are celebrated by various segments of the population. While

QUEEN STREET IN NEW ZEALAND'S CAPITAL bustles with commercial activity. On Auckland Day, Jan. 27, most businesses are closed there. Wellington Day is Jan. 20. (World Bank photo)

businesses are not closed, businessmen may not be available.

THAILAND—Jan. 1 (New Year's Day), Feb. 17 (Chinese New Year—no Government holiday), Mar. 3 (Substitute for Makha Bucha), Apr. 7, (Substitute for Chakri), Apr. 14, (Substitute for Songkran), May 1, (Labor Day—No Government Holiday), May 5, (Coronation Day), May 9, (Ploughing Ceremony—No Government Holiday), May 30, (Visakha Bucha), July 1, (Midyear Holiday—No Government Holiday), July 28, (Asalaha Bucha—No Bank Holiday), July 29, (Buddhist Lent), Aug. 12, (Queen's Birthday), Oct. 23, (Chulalongkorn Day), Dec. 5, (King's Birthday), Dec. 10, (Constitution Day), Dec. 25, (Christmas—No Government Holiday), Dec. 31 (New Year's Eve).

Business firms are closed, government offices open on Feb. 17 (Chinese New Year); July 1 is a bank holiday; Dec. 25, holiday for banks, foreign businesses.

NEAR EAST-SOUTH ASIA

AFGHANISTAN—*Feb. 26 (Eid al-Qorban), Mar. 21 (New Year's), *Mar. 29 (Tenth of Moharram), May 27 (Independence Day), *May 29 (Prophet's Birthday), Aug. 23 (Independence Festival), Aug. 31 (Pushtunistan Day), Sept. 9 (National Assembly Day), Oct. 15 (Deliverance Day), *Nov. 11 (First of Ramazon), *Dec. 10 (Eid al-Fetr).

The regular weekend holiday is from Thursday noon through Friday. Saturday and Sunday are regular workdays.

BURMA—Jan. 4 (Independence Day), Feb. 12 (Union Day), *Mar. 2 (Peasants' Day and Full Moon of Tabaung), Mar. 27 (Armed Forces Day), *Apr. 13-15 (Water Festival Day), *Apr. 16 (New Year's), *Apr. 30 (Full Moon of Kason), May 1 (Workers' Day), July 19 (Martyrs' Day), *July 29 (Full Moon of Waso), *Oct. 26 (Full Moon of Thadingyut), *Nov. 24 (Full Moon of Tazaungmon), *Dec. 4 (National Day), Dec. 25 (Christmas).

CEYLON—Jan. 1 (National Heroes' Day), *Jan. 14 (Tamil Thai Pongal Day), Feb. 4 (Independence Commemoration Day), *Feb. 15 (Maha Sivarathi Day), Feb. 22 (to avoid a 6-day week), Feb. 28 (Hadji Festival Day) (Id-ul-Azha), *Apr. 4 (Good Friday), *Apr. 6 (Easter), Apr. 12-13 (Sinhala and Tamil New Year), May 1 (Labor Day), *May 2 (Wesak), *May 29 (Prophet's Birthday), July 19 (to avoid a 6-day week), *Nov. 9 (Deepavali), Nov. 29 (to avoid a 6-day week), *Dec. 11 (Ramazan, Id-ul-Fitr), Dec. 25 (Christmas).

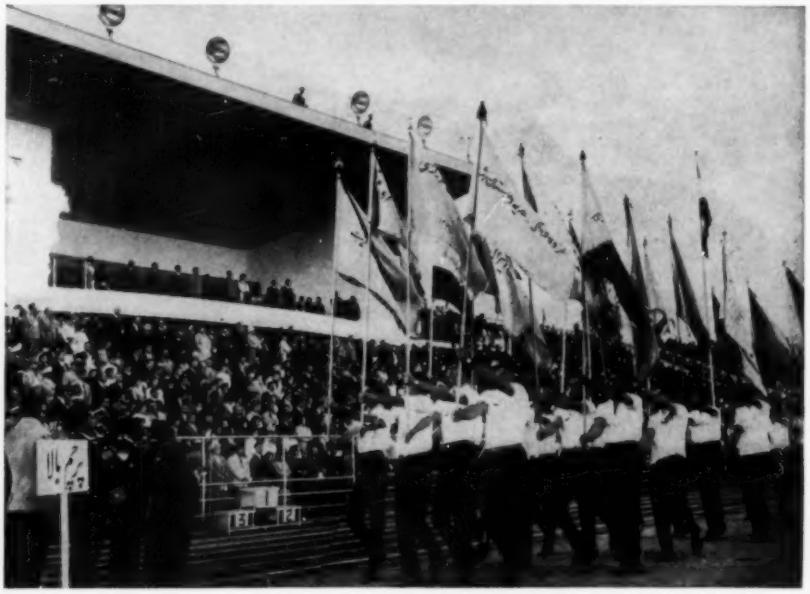
Poya Days are the national weekly holidays in Ceylon, occurring every seven and a fraction days, and therefore change from week to week. Poya Days occur in 1969 on: Jan. 2, 10, 17, 25; Feb. 1, 9, 16, 24; March 3, 11, 18, 26; April 2, 9, 16, 24; May 1, 8, 16, 23, 31; June 7, 14, 22, 29; July 6, 13, 21, 28; Aug. 5, 12, 20, 27; Sept. 3, 10, 18, 25; Oct. 3, 10, 18, 25; Nov. 1, 8, 16, 23; Dec. 1, 8, 16, 23, 30.

The weekend in Ceylon is pre-Poya Day and Poya Day. The Embassy, however, is closed on Sundays and Poya Days and open on pre-Poya.

CYPRUS—Jan. 1 (New Year's), Jan. 6 (Epiphany), Jan. 19 (Archbishop Makarios Name Day), Feb. 24 (Green Monday), *Feb. 27 (Qurban Bayram), Mar. 25 (Greek Independence Day), *Apr. 11 (Good Friday), *Apr. 12 (Holy Saturday), *Apr. 13 (Easter), *Apr. 14 (Easter Monday), Apr. 23 (Children's Day), May 19 (Turkish Youth Day), *May 29 (Prophet's Birthday), Aug. 30 (Turkish Victory Day), Oct. 28 (OHI Day), Oct. 29 (Turkish Republic Day), *Dec. 11 (Ramazan Bayram), Dec. 24 (Christmas Eve), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

INDIA—Jan. 1 (New Year's), Jan. 26 (Republic Day), *Feb. 15 (Shiv Ratri), *Mar. 4 (Holi), *Mar. 5 (Dulhendi), *Mar. 29 (Muharram), *Mar. 31 (Ma-

OCT. 26 IN IRAN is celebrated by entire nation as National Holiday. Students pass the Royal Stand.



havir Jayanti), *Apr. 11 (Good Friday), Apr. 13 (Baisakhi), Aug. 15 (Independence Day), *Sept. 4 (Janmashtami), *Sept. 24 (Anant Choudas), Oct. 2 (Mahatma Gandhi's Birthday), *Oct. 18 (Durga Ashtmi), *Oct. 20 (Dusehra), *Nov. 9 (Diwali), *Nov. 11 (Raksha Bandhan) (Bhaiya Dooj), *Dec. 11 (Id-ul-Fitr), Dec. 25 (Christmas), Dec. 31 Bank Holiday).

IRAN—Jan. 14 (Rehlat Hazrat Emam Djafar Sadegh), Jan. 30 (Milad Hazrat Eman Reza), Feb. 27 (Ide Ghorban), Mar. 7 (Ide Ghadir Khom), Mar. 21-22 (New Year—No-Ruz Holidays), Mar. 29 (Ashura), Apr. 2 (13th day of No-Ruz), May 15 (Rehlat Hazrat Rassul & Shahadat, Hazrat Emam Hassan), Aug. 5 (Constitution Day), Oct. 10 (Mabass), Oct. 26 (Shah's Birthday), Oct. 27 (Milad Hazrat Ghaem), Dec. 2 (Shahadat Hazrat Amir), Dec. 11 (Ide Fetr).

The weekend in Iran is from Thursday noon through Friday.

ISRAEL—*Apr. 3 (First Day of Passover), *Apr. 9 (Last Day of Passover), *Apr. 23 (Independence Day), *May 23 (Pentecost), *Sept. 13 (First Day of Rosh Hashana), *Sept. 14 (Second Day of Rosh Hashana), *Sept. 22 (Yom Kippur), *Sept. 27 (First Day of Succoth), *Oct. 4 (Last Day of Succoth).

On Fridays, and days preceding holidays, businesses close at 1 p.m. Sundays are working days in Israel and on Saturdays all businesses are closed.

JORDAN—Jan. 1 (New Year's Day), Jan. 15 (Arbor Day), *Feb. 24 (Id al-Adha), Mar. 8 (King's Coronation), *Mar. 15 (Moslem New Year), Mar. 22 (Arab League Day), May 25 (Independence Day), *May 26 (Prophet's Birthday), Aug. 11 (Coronation Day), *Oct. 6 (Ascension of the Prophet), Nov. 13 (Arab Renaissance Day), Nov. 14 (King's Birthday), *Dec. 6 (Id al-Fitr), Dec. 25 (Christmas).

KUWAIT—Jan. 1 (New Year's Day), Feb. 25 (National Day), *Feb. 26 (Id al-Adha), *Mar. 19 (Moslem New Year), *Dec. 10 (Id al-Fitr).

LEBANON—Jan. 1 (New Year's), *Feb. 27 (Feast of Al-Adha), *Mar. 19 (Moslem New Year), *Mar. 22 (Arab League Day), *Mar. 28 (Ashoura), *Apr. 4 (Good Friday-Catholic), *Apr. 7 (Easter Monday-Catholic), *Apr. 11 (Good Friday-Greek Orthodox), *Apr. 14 (Easter Monday-Greek Orthodox), May 1 (Labor Day), May 6 (Martyr's Day), May 23 (Ascension), *May 28 (Prophet's Birthday), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 22 (Independence Day), Dec. 10 (Feast of Ramadan), Dec. 25 (Christmas).

NEPAL—Jan. 10 (King Prithvi Narayan' Shah's Birth Anniversary), Jan. 22 (Basant Panchami), Feb. 18 (Democracy Day), Mar. 3 (Fagu), Mar. 26 (Chaitra Astami), Mar. 27 (Ram Nawami), Apr. 13 (New Year's), May 2 (Buddha Jayanti), June 12 (King's Birthday), Aug. 27 (Janai Purnima), Sept. 4 (Krishna's Birthday), Oct. 12 (Ghatasthapana), Oct. 17-24 (Dasain), Nov. 9-11 (Tihar), Dec. 16 (Constitution Day).

LISTED HOLIDAYS are not the only celebrations having effect on business abroad. The International Festival of Music, Drama and Ballet, in Baalbek, Lebanon, is highlight of summer season there.

Sept. 26 and Oct. 24 are half-holidays. The following half-holidays in the Kathmandu Valley: Jan. 29 (Martyrs' Day), Mar. 18 (Ghodejatra), Aug. 28 (Gaijatra), Sept. 24 (Indrajatra). The following are holidays for women only: Mar. 8 (Women's Day), Aug. 20 (Queen Ratna's Birthday), Sept. 14 (Tiji), Sept. 16 (Rishi Panchami). All dates after Apr. 13, the Nepalese New Year's Day, should be regarded as tentative.

PAKISTAN—*Feb. 27, 28 (Eid-ul-Azha), Mar. 24 (Pakistan Day, in lieu of Sunday, Mar. 23), *Mar. 29 (Muharram), *May 29 (Eid-i-Milad-un-Nabi), July 1 (bank holiday), Aug. 14 (Independence Day), Sept. 6 (Defense of Pakistan Day), Sept. 11 (Death Anniversary of Quaid-i-Azam), Oct. 27 (Revolution Day), *Dec. 3 (Jumatul Wida), *Dec. 11, 12 (Eid-ul-Fitr), Dec. 25 (Birthday of Quaid-i-Azam and Christmas), Dec. 31 (bank holiday).

SAUDI ARABIA—*Feb. 26-Mar. 2 (Id-al Adha), Sept. 23 (National Day), *Nov. 10-Dec. 9 (Ramadhan), *Dec. 10-13 (Id al Fitr).

With the exception of National Day, the above dates are approximate; they are based on the lunar calendar. Although the month of Ramadhan is not a holiday, there is considerable interruption of business activity.

TURKEY—Jan. 1 (New Year's), *Jan. 1-3 (Seker Bayrami), *Mar. 10-13 (Kurban Bayrami), Apr. 22-23 (National Sovereignty and Children's Day), May 1 (Spring Day), May 19 (Youth and Sports Day), May 26-27 (Freedom and Constitution Day), Aug. 30 (Victory Day), Oct. 28-30 (National Day), Dec. 10-12 (Seker Bayrami).

UNITED ARAB REPUBLIC—*Feb. 27 (Feast of al-Adha), *Mar. 19 (Moslem New Year), Mar. 22 (Arab League Day), *Mar. 28 (Ashoura), *May 28 (Prophet's Birthday), July 23 (National Day), *Dec. 10 (Feast of Ramadan).

United States overseas

Where and when should a U.S. firm venture into exporting for the first time or attempt to expand its sales in overseas markets? An apt answer may lie in the columns below that list details of U.S. overseas export promotions.

Sales opportunities are provided for present or potential U.S. exporters in U.S. Exhibitions at commercial trade fairs around the world, and shows at the six U.S. Trade Centers. These are planned after basic market research has shown a strong demand for a particular category of products. Other opportunities of interest are trade missions, America Weeks promotions, the Sample Display Service, and Mobile Trade Fairs. The last three are more fully described in a special notice accompanying this list.

Trade Center shows in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm are limited to one product line.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Division, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance.

U.S. manufacturers wishing further details on submitting business proposals for participation in future trade missions should **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming U.S. trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

REPROGRAPHIC EQUIPMENT. Italy. Currently purchasing reprographic, microfilming and advanced documentation equipment at a rate of $20 million annually, the Italian market for this type of equipment is expanding at a rate of 20% per year. Eighty percent of the domestic demand is served by foreign suppliers, among which U.S. equipment producers are established in the dominant position. Italian industry has only recently begun to understand the need for modern office organization and operation. There is an increasing demand for both standards and sophisticated equipment, and the consumer base is expanding rapidly. Government and Municipal organizations are beginning to employ reprography, microfilm and advanced documentation equipment. Scientific and research institutions and universities are expected to have more funds available for the purchase of this type of gear. Reprographic job shops are springing up everywhere, especially in the industrial north, and are enjoying brisk business with an ever increasing number of customers. In the face of increasing competition from Europe and the Far East, the future of U.S. suppliers in the Italian market lies in their continued efforts to merchandise, promote and sell what the Italians themselves consider to be the most complete, advanced and finest equipment available from any source. Get your information on participation agreements by calling Area Code 202, 967-3968. **Milan Trade Center. Feb. 5-11.**

TRANSDUCER INSTRUMENTATION SYSTEMS. United Kingdom. Research and development expenditures in the U.K. in 1967 totaled some $2.1 billion and are growing annually at a rate of 10%. During the same period U.S. manufacturers captured approximately one half of the estimated $144 million U.K. instrumentation import market. U.S. makers of sophisticated transducers instrumentation systems are in a position to gain an increased share of this growing market. The exhibition will feature motion, strain, pressure, force, and sound transducers; medical transducers; piezoelectric transducers; ultrasonic transducers; photoelectric transducers; and subminiature transducers, etc. Types of instrumentation include seismometers, transducers, digital output systems, converters, signal conditioners, and transducer instrumentation, gages, and data acquisition equipment. For complete details on how you may participate, telephone Area Code 202, 967-4461. **London Trade Center, Feb. 17-21.**

INDUSTRIAL PHOTOGRAPHIC EQUIPMENT. Japan. The Japanese photographic industry, while spending vast sums of money on research in the field of consumer cameras, has for the most part neglected its industrial and scientific fields. Commercial and industrial cameras accounted for only $4.5 million in 1967 out of a total Japanese still camera production valued at $145 million. Although complete data is not available on Japanese imports of U.S. industrial and scientific photographic equipment, the 1967 total was a minimum of $4.5 million, and probably considerably larger. The highest sales potential for U.S. photographic equipment in Japan includes high speed industrial and scientific equipment; cinematographic equipment, nuclear and other hostile environment equipment; aerial cameras; underwater equipment; X-ray equipment; equipment designed for quality control applications; product design and testing equipment; medical equipment; automatic developing and printing equipment; and projection equipment. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **Tokyo Trade Center. Feb. 24-Mar. 1.**

MATERIALS TESTING AND QUALITY CONTROL. Italy. Extensive requirements for materials testing and quality control equipment have been created by Italy's expanding industrial complex since World War II. With the aim of increasing U.S. manufacturers' share of this lively market, a special promotion and exhibition of American equipment has been scheduled. Among user industries are included small to very large manufacturers in the metallurgical, aircraft, electrical, electronics, chemical and petroleum, building, and civil engineering fields. For further information, or to reserve space, call Area Code 202, 967-5351. **Milan Trade Center. Mar. 1-7.**

promotions scheduled

ALUMINUM PRODUCTS. Thailand. Thailand's construction and electrical industries are busier than ever. The country's industrial sector has been growing 10-12% a year since 1958. A market study just received indicates that these conditions have created a market for a broad range of primary, semi-finished and finished aluminum products, as well as aluminum fabricating machinery and supplies. Needed are construction materials and hardware, products for the electrical industry, selected quality products for industrial and household use, and fabricating machinery and supplies. Thais are eager to receive information about more modern production techniques and various applications of aluminum to new fields. For additional information, call Area Code 202, 967-5297. **Bangkok Trade Center. Mar. 18-22.**

CONSUMER PRODUCTS. Japan, Hong Kong, Australia. Three leading department stores in Japan—Isetan (Tokyo), Meitetsu (Nagoya) and Hankyu (Osaka)—will stage America Weeks promotions during April and May. Three of the largest Hong Kong department stores—Wing On, Shui Hing and Lane Crawford—will stage simultaneous America Weeks promotions beginning Apr. 11. One of the largest stores in Australia, David Jones, will include a large U.S. section in a special international promotion scheduled for next May. Commerce is supplying customer attractions for all promotions. Most classifications of department store merchandise will be included. Write America Weeks, or telephone Area Code 202, 967-2051, for more details. All seven **promotions scheduled for April and May.**

FLUIDIC DEVICES. United Kingdom. This highly specialized show will attract engineers, scientists, researchers, manufacturers, industrialists, commercial firms and government officials interested in viewing the latest developments in fluidics and advanced switching devices. Equipment to be featured includes: fluidic devices; switches (solid state switches, subminiature switches, microelectric switches, electromagnetic switches, electro proximity switches, limit and transfer switches); relays (miniature and microminiature relays, reed relays, electronic relays, printed circuit relays, static relays, and stepping relays); actuators; solenoid controls; and servo-electric controls. For full details on how you may participate, telephone Area Code 202, 967-3838. **London Trade Center. Apr. 14-18.**

MATERIALS HANDLING EQUIPMENT. Italy. Italy is rapidly becoming one of the world's leading industrial countries. In 1967 its industrial sector accounted for 40% of its GNP, and employed 7.8 million people or 39% of total labor force. The emphasis on manufacturing, the implementation of the government's incentive program, the new investments being planned by private interests to improve production facilities, the interest in procuring high technology and modern equipment, and the tariff moves which took place July 1, 1968, all point to increased opportunities for U.S. exporters. U.S. makers of industrial in-plant materials handling systems and equipment should find attractive sales opportunities resulting from this continued economic expansion and the increasing emphasis on industrial modernization. Call Area Code 202, 967-4508, for further details. **Milan Trade Center. Apr. 14-25.**

ELECTRONIC COMPONENTS. Scandinavia. Growth rates for certain types of electronic components exported from the U.S. to Scandinavia have ranged from 35% to 300% during the past year. Scandinavian use of integrated circuits will double in 1969. Of the four Scandinavian countries, Sweden presents the largest market for these components—consuming over $100 million worth in 1967. The U.S. is the second largest supplier of electronic components to Scandinavia with $8 million exported to Sweden and over $5 million exported to the other three Scandinavian countries in 1967. The U.S. is the leading supplier, however, for many types of electronic components. With approximately 500 electronic/electrical plants, the four Scandinavian countries consumed more than $200 million of electronic components in 1967, half of which had to be imported because domestic production is considered uneconomic for many types of components. Scandinavian production of industrial and medical electronics equipment and computers is growing, while full-scale production of color TV is still in the future. The use of integrated circuits and other advanced components for this equipment is expanding rapidly. Components to be exhibited include integrated circuits, semiconductors, transducers, tubes, capacitors, resistors, connectors, printed circuits, potentiometers, other components, sub-systems, and accessories. Test and measuring equipment also may be shown. For more information on the market for electronic components in Scandinavia and for full details on how you may exhibit, call Area Code 202, 967-4421. **Stockholm Trade Center. Apr. 16-22.**

METALWORKING AND WELDING EQUIPMENT. United Kingdom. Good sales opportunities await those U.S. firms offering machine tools and welding equipment with superior features. Currently, there are 1.14 million machine tools and 75,000 welding equipment units in operation in the United Kingdom. The latest market survey indicates that 26% of all machine tools are twenty or more years old. Further, 62% of the total units are ten or more years old. For the first half of 1968 orders placed for delivery from all sources were up 6% over the same period in 1967. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, London International Engineering and Marine Exhibition, Olympia, London, England. Apr. 22-30.**

ELECTRICAL EQUIPMENT AND SUPPLIES. Thailand. Demand in Thailand for electrical equipment, apparatus and supplies is rapidly increasing. Thus U.S. producers of electrical equipment and supplies should find a profitable market for their products in this growing country. Thailand's electrification program—a concerted effort to increase electric power output and spread its availability—and steadily increasing prosperity has produced a construction boom in Thailand which together have created a rising demand for electrical construction supplies and equipment. A distinct electrical contracting

industry has only recently developed, since formerly electrical work was performed by the general contractors. The emergence of electrical contracting as a specialty has resulted in increased emphasis on professionalism and the maintenance of high standards in electrical installations. U.S. producers are particularly able to compete in this market. The superior quality of U.S. goods is widely acknowledged throughout Thailand, and U.S. electrical specifications and standards are widely used and are familiar to most Thai contractors as a result of U.S. military construction. Moreover, this market is now supplied almost entirely by imports. For additional information, call Area Code 202, 967-4678. **Bangkok Trade Center. Apr. 28-May 3.**

PACKAGING, FOOD PROCESSING, METAL WORKING, PLASTICS, PETROCHEMICAL, MEASURING AND TESTING EQUIPMENT. Korea. Korea—the surprise package of the Far East—is rapidly developing as a new and attractive market for American products. This exhibition will provide American suppliers with an excellent opportunity for making immediate sales and a vehicle for developing a long range marketing strategy for Korea. Korean manufacturers want U.S. made machinery and equipment which are generally admired for quality, efficiency and sophistication. American suppliers entering the Korean market now will benefit from participation in Korea's rapid economic growth. Korea has experienced one of the highest economic growth rates in Asia, averaging over 9% a year in real terms during the past five years, with an expected 12% increase in 1968. The manufacturing sector has shown even more dynamic expansion, averaging better than 16% annually since 1962. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **U.S. Industrial Machinery Exhibition, Seoul. May 8-17.**

LISTS OF REGISTERED TRADE VISITORS at all U.S. Trade Center shows and commercial exhibitions overseas help American exhibitors to follow up on firm sales leads with personal calls on interested local businessmen.

AGRICULTURE AND FOOD PROCESSING EQUIPMENT. Yugoslavia. Yugoslavia, the corn and wheat "belt" of Europe, is one of the world's leading producers of numerous food products. Export of food products is a major source of hard currency earnings and has led Yugoslavia to concentrate heavily on further development of this sector in its economy. As a result, the climate has never been better for the sale of modern U.S. agricultural and food processing equipment. American machines and technology are widely acknowledged to be the most suited to the type and size of production which is peculiar to Yugoslavian agriculture and food processing. The U.S. Department of Commerce will assist U.S. manufacturers of agricultural and food processing equipment in reaching this ready market by staging an exhibition at the Novi Sad Fair. The Novi Sad Fair is the traditional marketing showplace for this equipment in Yugoslavia. Participation in the U.S. Commercial Exhibition can be your entree to this major food producing market. Call Area Code 202, 967-4161 for participation information. **U.S Commercial Exhibition, 36th International Agricultural Fair, Novi Sad. May 9-19.**

PACKAGING EQUIPMENT. Germany. Western Europe's already sophisticated market for packaging is expanding rapidly. European manufacturers of machinery and equipment for packaging consumer and industrial goods have not been able to satisfy the demands of this booming market. American equipment continues to be competitive and is finding even greater acceptance as Europeans accelerate the scale of the in-plant packaging systems closer to those prevailing in the U.S. To assist U.S. industry in capturing a greater share of the European market for packaging machinery and equipment, the Bureau of International Commerce is sponsoring a showing of packaging machinery at INTERPACK. This fair, held every three years, is recognized as the largest packaging machinery and materials exhibition in the world. Truly an international fair, INTERPACK will attract buyers from all over the world. A hard hitting market promotion campaign, tailor-made to each individual participant's needs, is already in motion. Book your space now, before the limited area is filled. For additional details on the exhibit call Area Code 202, 967-4161. **U.S. Commercial Exhibition, INTERPACK—5th International Fair for Packaging Machines, Packaging Materials and Confectionery Machinery, Duesseldorf. May 10-16.**

ANALYTICAL AND LABORATORY EQUIPMENT. Japan. Expenditures for research and development by Japanese universities, national research institutes, and private companies have increased at an annual growth rate of 15 to 20% during the last few years. At this rate, expenditures for the purchase of laboratory and analytical equipment should reach $600 million by 1970. Japanese manufacturers of this equipment have not been able to keep pace with the rapid development in other manufacturing areas. It is, therefore, apparent that the increasing number of Japanese buyers must continue an even heavier reliance on imported equipment to obtain the range of sophisticated products required for Japan's industrial progress. The superiority of American made analytical and laboratory equipment over Japanese and European products is generally accepted among Japanese users. The U.S. share of total imports exceeds 50% in most categories and, in many cases, reaches from 80-100%. A recently completed comprehensive market

research study clearly indicates a high sales potential for a wide range of U.S. products. The market study lists 56 products with notations as to export feasibility and market size. 1969 promises to be a prosperous year for Japan with growing opportunities for U.S. exporters. Call Area Code 202, 967-5286 for additional information and a space reservation in this important exhibition. **Tokyo Trade Center. May 12-17.**

INDUSTRIAL FASTENERS AND ADHESIVES. United Kingdom. The United Kingdom is one of the world's most highly industrialized nations and the third largest market for exports from the United States. The U.K. market for U.S. exports has strengthened since devaluation in the face of recent attempts by the U.K. to reduce overall imports. This trend is expected to continue, since the U.S. is a major source for the advanced and sophisticated products the U.K. needs to improve its productivity growth. The exhibition will feature advanced industrial fasteners and adhesives, fastening systems, adhesive systems, combination fastening-adhesive systems, application tools and equipment, and production machinery. For complete details on how you may participate, telephone Area Code 202, 967-5768. **London Trade Center. May 14-21.**

OPTICAL AND PHOTOGRAPHIC SYSTEMS. Scandinavia. Categories of equipment will be lasers, fiber optics, spectroscopy, high speed photography, aerial photography and photogrammetry, information and data display, other instrumentation, lenses and materials. All Scandinavian distributors, buyers, and potential buyers of this equipment will be invited to this show. Attendees will be firms and individuals interested in laser and fiber optic applications, the sciences, research and development, medicine, oceanography, pollution control, quality control, chemicals, data handling, reprography, aerial and industrial photography, etc. A market survey reveals strong Scandinavian interest in these types of U.S. made equipment. The markets are sizable and over $4 million of this equipment was shipped to Sweden and over $2 million worth was shipped to the other Scandinavian countries from U.S. plants in 1967. Rapid sales growth is forecast for certain products. For more information on these markets and for full details on how you may exhibit, telephone Area Code 202, 967-4421. **Stockholm Trade Center, May 19-24.**

HIGH VACUUM AND CRYOGENIC EQUIPMENT. Italy. Demand in Italy for high vacuum and cryogenic equipment has increased steadily the last few years with the growth of the chemical, food processing, electronics and other industries that use high vacuum and cryogenic equipment. Currently, consumption of high vacuum equipment in Italy is valued at $10 million and Italian production satisfies about 40% of total domestic demand. U.S. manufacturers are in a position to capture a growing share of this market as Italians have a high regard for U.S. products. To ensure your share call Area Code 202, 967-3944 to obtain full details on how you may participate. **Milan Trade Center. May 22-26.**

AEROSPACE EQUIPMENT. France. Air passenger and cargo traffic in Europe is increasing at an extremely fast rate, requiring a corresponding growth in commercial airfleets, airports, freight and ground handling facilities, service and repair equipment and all types of aircraft equipment and components. Aviation facilities are feeling the strain of heavily increasing traffic. Sales prospects for U.S. made equipment throughout Europe's aerospace industry are excellent. An opportunity

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. Consumer goods suppliers interested in selling to overseas stores holding America Weeks promotions should contact the overseas stores directly if agents are utilized, or otherwise work through the stores' U.S.-based buying office.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

exists for U.S. firms to enter this expanding market to introduce recent innovations and significant developments in this field. For information call Area Code 202, 967-4961. **U.S. Commercial Exhibition, 28th International Aviation and Space Salon, Paris. May 29-June 8.**

PAPER CONVERTING, PRINTING EQUIPMENT. Thailand. Thailand today offers immediate and long range sales opportunities and profits for U.S. manufacturers of paper converting, printing and allied equipment. The rapidly increasing tempo of business, the brisk advance of industrial development, coupled with the ready acceptance of advanced methods of packaging, merchandising and business management have led to an accelerated use of paper in all its forms. While the demand for paper products continues to expand, local Thailand producers are presently able to supply less than a quarter of the paper stocks needs. Over the next year, however, completion of several large new paper factories will change the supply substantially, specially for kraft, newsprint and some simpler types of paper stock. This local source of less expensive paper is expected to further stimulate Thailand's domestic converting and graphics industry, creating more promising markets for U.S. manufacturers. For additional information call Area Code 202, 967-4858. **Bangkok Trade Center. June 2-6.**

ADVANCED MEDICAL EQUIPMENT. Germany. U.S. achievements in the advanced medical equipment field have long been recognized by Germany's leading doctors. Approximately 4,000 of these specialists will attend the Medical Congress, Diagnostica, at Karlsruhe with primary emphasis in the diagnostic field. Concurrently, the U.S. Department of Commerce will sponsor a special exhibition of advanced medical equipment. Current investments for modernization and enlargement of Germany's 3,600 hospitals amount to $250 million a year with $50 million spent annually on medical electronics and advanced laboratory equipment. U.S. manufacturers interested in selling to this 650,000 bed market can also look forward to selling to the 150 clinical and central hygiene institutes which are currently carrying on research in various fields of medicine. For further information, call Area Code 202, 967-3088. **Frankfurt Trade Center Offsite Show at Diagnostica, Karlsruhe. June 6-10.**

AUTOMOTIVE PRODUCTION EQUIPMENT. Japan. The phenomenal expansion of automotive production in the last few years has made Japan the world's second largest producer. There was a production increase of almost 40% during Japan's fiscal year 1967 and the Japanese Government has predicted nearly a 300% growth in passenger car production in 1971 over 1966. This will result in 2.4 million passenger cars in a total output of almost 5 million vehicles. Thus it is no surprise that all 10 major auto manufacturers and the more than 1,000 parts manufacturers are surging ahead with expansion plans to meet the booming domestic and climbing export demands. Equipment investment in the automotive industry rose by 74% in Japan FY 1967. Another substantial increase is forecast for fiscal 1968. A Japanese Government program aiming at the modernization of automotive parts manufacturing provides low interest long-term loans for the purchase of 110 different types of machinery. Product categories with outstanding sales potential in Japan are: metal cutting and metal forming machine tools; painting and plating; test and inspection; specialized assembly, and continuous heating equipment; and packaging machinery. Call Area Code 202, 967-5286 for additional information and a space reservation. **U.S. Solo Exhibition, Tokyo. June 10-14.**

DATA PROCESSING. Scandinavia. Sales in Sweden of electronic data processing and peripheral equipment are expected to total about $100 million in 1969. American designed or manufactured EDP equipment imported and used in Sweden accounts for well over 70% of this market. Related American equipment accounts for like percentages in Denmark, Finland and Norway. Direct U.S. exports of such equipment to the four Scandinavian markets totaled $13.4 million in 1967. But the bulk of Nordic imports of EDP equipment came from European-based American manufacturing and assembly plants. Reliable trade estimates predict that demand for data processing equipment in Scandinavia will grow during the next decade to annual rates ranging from 20-40%. U.S. firms can be expected to maintain a substantial share of these markets. The Stockholm show will attract from throughout Scandinavia potential buyers representing Government agencies, banks and other financial institutions, computer time-sharing centers, manufacturing establishments and firms engaged in providing transportation services. For more information on the market for data processing equipment in Scandinavia and for full details on how you may exhibit, call Area Code 202, 967-3958. **Stockholm Trade Center. June 11-17.**

MARINE EQUIPMENT. United Kingdom. The British shipbuilding order book for 1968 is expected to exceed 1967 orders by 106%. The devaluation of the pound plus re-organization of the shipbuilding industry has given British shipbuilders a competitive edge over the European shipyards and placed them on parity with the Japanese shipyards. The United Kingdom ranks fourth among the shipbuilding nations of the world, and only slightly behind West Germany on the basis of total order book. Extensive interviews with British shipbuilders and fleet owners indicate a tremendous interest in United States marine equipment. This interest covers a large list of products in the categories of engineering equipment, navigational equipment, deck and cargo gear, and special equipment for the fishing industry. A limited number of products were designated in the product categories of hull and safety equipment as well as a number of miscellaneous categories. For complete details on how you may participate, telephone Area Code 202, 967-3849. **London Trade Center. June 11-18.**

INDUSTRIAL AND PUBLIC SECURITY EQUIPMENT. Italy. Unprecedented Italian economic expansion is creating problems whose solution requires the use of sophisticated security systems and equipment. Large capital investments in complex plants and warehouses, increasingly liberal credit facilities, and greater acceptance of self-service merchandising call for the last word in protection against such risks as fire, theft, industrial espionage, forgery, and shoplifting. Awareness of the availability of equipment capable of providing full protection, as well as appreciation of the extent of loss inadequate protection can cause, is spreading rapidly among Italian businessmen and public security officials. For American manufacturers of security items ranging from such items as electronic intrusion detection equipment, fire alarm devices, and lock systems through personnel identification systems to police equipment for such functions as crowd and traffic control, sales prospects have never been better. A significant opportunity exists for U.S. firms to capture a major share of this expanding market. For full particulars about this exhibition call Area Code 202, 967-3968. **Milan Trade Center. June 12-16.**

MORE SALES INQUIRIES PER EXHIBITION VISITOR than his company had experienced in 20 years of trade shows was reported after the Sao Paulo, Brazil, U.S. industrial machinery exhibition last October by the Elliott Overseas Corp., of Jeannette, Pa. A company official here is discussing show's effect with Assistant Secretary of Commerce Lawrence C. McQuade (center), Bureau of International Commerce Director Lawrence A. Fox (left).

GRAPHIC ARTS EQUIPMENT. Japan. Japan's dynamic graphic arts industry has experienced an estimated annual growth rate of 20% and the industry is expected to continue expanding. To accommodate this growth, imports of printing machinery and related products have amounted to around $15 million a year during the past few years. As one indicator, Japan ranks second in the world in magazine circulation with a total annual production of 1.4 billion copies in 1966. In addition, 121 newspapers have a daily circulation of 32 million. Increasing demand for the services of this industry combined with an acute shortage of skilled labor has created a growing market for modern high-speed American made equipment. Products that have a particularly good potential for sales in Japan include electronic offset and letterpress platemaking equipment, high-speed multi-color sheet fed offset press and lithographic rotary press, high-speed automatic precision bookmaking equipment, densitometer and other testing equipment, high-speed multi-color rotary letterpress, automatic photo developing and finishing equipment, electronic photocopy equipment, collating machines, and drawing instruments for analog computers. Take advantage of this opportunity to exhibit in a dynamic market by calling Area Code 202, 967-4512 to reserve exhibit space. **Tokyo Trade Center. July 21-26.**

MACHINE TOOLS AND QUALITY CONTROL EQUIPMENT. Mexico. With the substantial growth of the volume of products manufactured in Mexico and the increasing need to export to support its industrial growth, industry in Mexico has come to realize the importance of product quality in sustaining market acceptance. However, the improvement of quality is difficult due to a shortage of skilled labor. The industry of Mexico is increasingly finding that the use of more advanced and automated machine tools and equipment, complemented by a full scale quality control department, is the best solution to its problem. As this trend to advanced machine tools continues at an accelerated pace, U.S. industry can improve its share of the Mexican market through aggressive selling and greater sales promotion efforts. To assist the U.S. machine tool industry, the Department of Commerce and the American Society of Tool and Manufacturing Engineers (ASTME) will sponsor the First Inter-American Manufacturing Engineering Conference to be held in conjunction with the Department of Commerce Machine Tool Solo Exhibition. For additional information, call Area Code 202, 967-5506. **U.S. Solo Exhibition, Mexico City. Sept. 18-26.**

WELDING AND CUTTING EQUIPMENT. Germany. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28.**

NUCLEAR EQUIPMENT. Switzerland. One of the fastest growing and most promising fields today is the application of nuclear technology in industry, medicine, power, agriculture and research. As commercial applications of nuclear technology become more widespread, the market for nuclear equipment and instruments expands. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear technology for many other uses become a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. NUCLEX '69, the International Nuclear Fair, will afford U.S. manufacturers of all types of nuclear equipment and instruments the opportunity to show their products to all the important visitors who will be attracted to this outstanding international event. For additional information, call Area Code 202, 967-5751. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-

ONE SHOW LED TO ANOTHER when several U.S. exhibitors at the Izmir, Turkey, International Fair moved their displays to the Turkish capital of Ankara for a second exhibition this past fall, making more sales contacts.

4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

MARINE EQUIPMENT. Scandinavia. The shipbuilding and marine industries are traditionally important to the Scandinavian countries. Each has established programs to further the development of these industries. A recent market survey revealed that this is a promising market area for a wide variety of equipment for the sthipbuilding and marine industries. **Stockholm Trade Center. Jan. 15-21.**

COMPUTER DISPLAYS. United Kingdom. Equipment showing favorable market potential includes C.R.T. systems, digital incremental plotting systems, digitizers, automatic drawing equipment, high speed printers, alpha-numeric indicators, and data transmission systems incorporating computer graphic-display systems. **London Trade Center. Jan. 17-21.**

CHROMATOGRAPHY INSTRUMENTATION. Germany. Projected expenditures for science have grown 146% from 1961 to 1966. A 100% gain is expected by 1970, compared with the 1966 expenditures. U.S. spectroscopic and chromatographic instruments are already widely accepted. **Frankfurt Trade Center. Jan. 20-24.**

PACKAGING EQUIPMENT. Japan. Japan's growing economy now offers advanced and high speed packaging machinery manufacturers high sales potential in 1969. U.S. products are rated very high and import demands at this point are favorable. **Tokyo Trade Center. Jan. 27-Feb. 1.**

GRAPHIC ARTS EQUIPMENT. Germany. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. **Frankfurt Trade Center. Feb. 17-21.**

WATER PURIFICATION AND DESALINATION EQUIPMENT. Italy. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. The exhibition and concurrent congress will be highly promoted throughout the European, Mediterranean, and Middle East areas. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22.**

OCEANOGRAPHIC EQUIPMENT. United Kingdom. The United Kingdom is a world center for oceanographic research and marine engineering. Leading manufacturers from every part of the world will be displaying the most sophisticated equipment available at Oceanology International '69, the first fully international exhibition/symposium of its kind to be held in Europe. **U.S. Commercial Exhibition, Oceanology International '69, Brighton, England. Feb. 18-21.**

METAL SURFACE TREATMENT EQUIPMENT. Germany. To combat corrosion and to treat metals for modern finishes, Germany looks to the U.S. with its advanced experience in this field. As a country which is aggressive in international trade, Germany is aware of the need to adapt to modern concepts, materials, and equipment to remain competitive in the world market. **Frankfurt Trade Center. Mar. 17-21.**

PULP AND PAPER EQUIPMENT. Scandinavia. Over 300 Scandinavian pulp and paper plants and numerous converters present an excellent market for the latest in U.S. machinery, controls, equipment, and supplies. As major world producers and exporters of pulp and paper, Scandinavian plants are forced by stiff international competition to invest in modern, large-scale machinery. Sweden, especially, is undergoing modernization, capacity expansion, and vertical integration of its pulp and paper industry. **Stockholm Trade Center. Mar. 20-26.**

PLASTICS INDUSTRY EQUIPMENT. Benelux. Production of plastic products in the Benelux countries is rising rapidly to satisfy steadily expanding consumption. EUROPLASTICA '69, the International Plastics Exhibition, the most important plastics industry trade fair for 1969, is expected to attract many top industry officials from throughout Europe and the world, enabling those in attendance to make important contacts. **U.S. Commercial Exhibition, EUROPLASTICA '69, Brussels, Belgium. Mar. 22-30.**

Fast-rising U.K. market forecast for new U.S. industrial fasteners

Second exhibition in field planned for next May at London Trade Center; advanced adhesives, tools, machines will be featured

U.S. manufacturers of advanced industrial fasteners and adhesives will have an excellent opportunity to latch on to increased export sales through a Department of Commerce exhibition at the U.S. Trade Center in London next spring.

The show, scheduled for May 14-21, will be the second U.S. advanced fasteners and adhesives trade exhibit at the London Center. As a result of the first, in 1965, 28 U.S. firms recorded sales of $1.4 million in the year following the show.

Market research shows a growing need for advanced fastening and adhesive systems that can increase productivity rates in Britain's factories. Despite the devaluation of the pound and recent efforts to reduce imports, the British market for industrial imports from the U.S. has strengthened and the U.S. continues to be a major supplier of sophisticated products the U.K. needs to improve its productivity.

The May exhibit will feature all types of industrial fasteners with special emphasis being placed on adhesives and tools and machines needed for utilizing fasteners and adhesives.

Reports show an excellent market for advanced industrial fasteners and fastening systems, adhesives and adhesive systems, combination fastener-adhesive systems, and application and fabricating tools and equipment.

Items in great demand include blind fasteners; thread forming screws and studs; self locking nuts, bolts and screws; sonic welders; motorized stitchers and automatic and semi-automatic riveting, nailing and stapling machines.

Also needed are portable punch riveting machines; automatic bolt treaters; adhesive-fastener combinations; hot melt adhesives and applicators; thread locking adhesives; and thermal insulation adhesives and applicators.

A market development campaign will be carried out to attract design specification and production engineers, production managers, buyers and agents to the London show. Special attention will be given to attracting visitors from the automotive, aircraft, transportation, home appliance, and electronics manufacturing industries where these products are most heavily in demand.

U.S. firms interested in participating in the London exhibit may obtain additional information from the U.S. Department of Commerce (BIC 942), Washington, D.C, 20230 (phone: Area Code 202-967-5768) or from any of Commerce's Field Offices.

Top U.S. paper expert will plan seminars for Stockholm show

Former president of American Paper Institute to chair March sessions

A series of seminars designed to appeal to Scandinavian businessmen in the pulp and paper fields will be planned by a leading U.S. expert in the paper trade for inclusion as a part of the show of American pulp, paper, and converting equipment to be held at the U.S. Trade Center in Stockholm, Mar. 20-26.

Planning the conferences will be Howard E. Whitaker, former president of the American Paper Institute, who has recently retired as chairman of the board of The Mead Corp., one of the largest companies in the U.S. papermaking industry.

Plans call for the seminars to include members of the Swedish Association of Pulp and Paper Engineers, and Whitaker will address the annual meeting of the Association on Mar. 24, during his stay in Stockholm.

As early as three months before the opening of the March Stockholm show, interest in the U.S. paper trade was so high that all 32 available spaces for exhibitors had been booked

Whitaker will act as Government representative and industry consultant at the show, with official Government status for the duration of his trip He will be in Scandinavia for a total of 16 days, with stops scheduled at Oslo, Copenhagen, and Helsinki following the completion of the Stockholm exhibition.

The American Paper Institute has agreed to sponsor Whitaker's trip, thereby assuring his services at the Stockholm Trade Center at no cost to the U.S. Government.

The paper and pulp industry equipment exhibition will be publicized extensively throughout the four Scandinavian countries, as well as in other European nations, in an effort to draw as large an attendance as possible to Stockholm.

Thirty U.S. firms participated in a similar show at the Stockholm Center in 1966, signing eight local representatives to handle continuing sales in the Scandinavian market. That show helped participants double their sales of pulp and paper machinery to Scandinavia during the year following the exhibition.

International Motor Show scheduled for Helsinki

Local distributors and agents of foreign automobile companies in Finland have been invited to participate in the Helsinki Motor Show in May.

In addition to automobiles, there will be displays of automotive accessories, parts and repair equipment at the May 9-18 show. Approximately 15,000 square meters, both covered and outdoors, have been reserved for automobiles, trucks and buses. Another 5,000 square meters will take care of exhibitors showing parts and accessories, service equipment and trailer units.

A specialized trade mission made up of American manufacturers of automobile maintenance and service equipment is scheduled to visit Helsinki during the show.

Supermarket equipment fair scheduled for Parma, Italy

U.S. makers of supermarket equipment have been invited to display their products at the Fifth International Supermarket Exhibition, scheduled for Apr. 30-May 4, in Parma, Italy.

Various display categories include: foodstuffs packed for self-service distribution; techniques for mass distribution; refrigeration, storage, deepfreeze equipment and other items.

Write: International Supermarket Exhibition, Parco Ducale, 43100 Parma, Italy.

Repeat U.S. Exhibition planned at 1969 edition of Essen, Germany welding, cutting equipment fair

American manufacturers who shared in U.S. success at 1965 show are already booking space for fall fair, set for September

U.S. manufacturers will return to the scene of a major sales triumph when they join the U.S. Department of Commerce in a display of American welding and cutting equipment at Essen, Germany, Sept. 20-28.

Twenty-three U.S. companies exhibiting under Commerce auspices at the Essen Welding and Cutting Equipment Trade Fair in 1965, when this leading international show was last held, rang up $2,676,000 in first-year sales and signed 74 agents to handle their products in Western Europe on a long-term basis. Some of these companies have already applied to the Department's Bureau of International Commerce for space in the 1969 event.

The German economy has recovered from a 1967 recession and is now operating under a full head of steam. There is steadily mounting demand for welding and cutting equipment in the automobile and shipbuilding industries, in an expanding field of metal fabricating, and in numerous other areas of manufacturing.

German industrialists recognize and appreciate the advantages offered by technologically advanced U.S. equipment. Labor-saving features are particularly welcome in a country plagued by a shortage of skilled workers.

U.S. sales of this equipment to all of Western Europe, which will be well represented at Essen, came to $18.5 million in 1966 and $21.2 million in 1967.

Market studies indicate that the following types of equipment are among those that should do well at Essen:

Electric beam welders; plasma arcs; lasers; electroslag welders; tape-controlled flame cutters; explosive welders; friction welders; CO_2 metal arcs; inert gas shield arc spot welders; numerically controlled welders with TIG heads; multi-spot resistance welders, and foil-butt beam welders.

Market promotion experts will begin contacting German and other foreign buyers, importers, representatives and licensees months in advance of the Essen show as part of a campaign to assure maximum attendance at the U.S. pavilion.

The Commerce Department has sponsored other highly successful exhibitions of welding and cutting equipment in addition to the one at Essen in 1965. Twenty-three U.S. firms at a March 1964 Commerce display of hydraulic and welding equipment in Utrecht, Netherlands, registered $2.7 million in confirmed first-year sales and signed 19 agents.

U.S. manufacturers of welding and cutting equipment shared in first-year sales of $2.7 million rung up by 40 American exhibitors in a Commerce exhibition at the 1967 London International Engineering and Marine Exhibition.

U.S. welding and cutting equipment makers interested in the Commerce exhibition at Essen next September may obtain further information from the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (telephone: Area Code 202, 967-4601) or from any of the Department's Field Offices.

Cologne Lingerie exhibition again planned for September

Following the success of the 1968 edition of the Cologne Lingerie, Foundation Garments, Underwear, and Swimwear Fair, the Cologne Fair authorities have announced a similar fair, to be held Sept. 18-21 this year.

An increase in the number of exhibitors—254 in 1968—is expected. Attendance at last year's event was reported at 10,200 trade visitors.

Four U.S. firms took part in the last fair, and U.S. consular officials in Germany report that U.S.-made products on display then did very well, with the U.S. manufacturers logging a high number of orders, despite the frequently higher prices of American merchandise.

Write: Cologne Fair, Postfach 140, 5 Koeln-Deutz, Germany.

Cologne sports facility fair, industry congress to coincide

The Cologne Fair management has announced that it is planning the international trade fair "Sports Facilities and Swimming Pool Installations" for May 15-18, in Cologne, Germany.

The fair will be held in conjunction with a sporting goods industry congress and will incorporate the following product categories: halls and other buildings; interior and exterior building materials; medical examination equipment; milk bar installations; seating facilities; plumbing and sanitary fittings; outdoor systems and open-air sports facilities; special apparatus and maintenance equipment; and equipment for cleaning and grounds maintenance.

Delegates from 30 countries are expected to attend the Congress, which is being organized by the International Working Group for Construction of Sports Premises in Cologne.

The German Olympic Committee which is organizing the next Olympic Games in Munich in 1972, has estimated that an annual sum of $175 million is required for the next eight years for the construction of all types of sporting facilities in Western Germany. The Cologne fair management indicates that the Committee's estimates will lend additional importance to the international aspect.

No decision has yet been made if or when this new trade fair will be repeated.

Write: Messe- und Ausstellungs GmbH, 5 Koeln-Deutz, Germany.

Building, construction fair set for Halsingborg, Sweden

The 6th International Building, Construction and Transportation Fair, "MACHINE 69", will be held in Halsingborg, Sweden, during the period May 10-18, and U.S. firms in these fields have been invited to participate.

The first exhibition of this kind in Sweden was held in 1959 and had 70 exhibitors. The fair has since been held every two years and has grown steadily in importance, attracting 250 exhibitors from fifteen countries in 1967.

The Swedish Excavating Constructors Association, with 2,000 members, will hold its annual meeting during the exhibition period. One great advantage at the fair is that the exhibition area includes a testing area where prospective buyers may test and compare the different products.

Write: AB Halsingborgsutstallningar, Halsingborg, Sweden.

JAPANESE BUSINESSMEN (above left) examine one of 25 U.S. company exhibits at Tokyo Trade Center show. Environmental test equipment shown by Wyle Laboratories (above right), Research, Inc. (below left), and the Electronics Division of Avco Corp. (below right) helped attract over 2,000 visitors.

Test equipment show draws 2,000 at Tokyo

Exhibits by 25 U.S. manufacturers bring businessmen to Trade Center

Over 2,000 Japanese businessmen crowded into the U.S. Trade Center in Tokyo to see product displays of 25 U.S. manufacturers during the Center's show of environmental test equipment, held Nov. 11-16.

All but two of the U.S. companies in the exhibition reported that they had fully achieved their marketing aims in taking part in the show, and $103,255 in immediate sales contracts were signed by the firms. An additional $1.56 million worth of sales are expected over the next year, according to reports filed after the close of the show.

Three of the exhibitors sought new agents or distributors to handle their products in Japan, and two came away with newly-signed representatives. The third was still negotiating with several applicants as the Tokyo Trade Center exhibit closed.

Opening night attendance included important officials of nearly every large Japanese airplane, automotive, electronics, and steel manufacturer, as well as numerous government representatives, and exhibitors were pleased with the continuing high level of visitors throughout the show.

A symposium on environmental test equipment and sciences ran concurrently with the show, and attracted 451 industry executives.

TECHNICAL SYMPOSIUM, featuring papers on problems of interest to the environmental testing industry, ran concurrently with the show and drew attendance of 451 Japanese industry representatives.

Crop losses hit Nicaragua

Economic slowdown reflected in declines of money supply and imports

The cumulative effects of three bad crop years has caused Nicaraguan economic activity to slow to a much more modest rate of growth than in the boom years prior to 1966. The annual Economic Trends Report from the U.S. Embassy in Managua says that Nicaragua's GNP this year is estimated to be expanding at only a little above the rate of population growth.

The relative stagnation in economic activity is reflected in a decline in the money supply and in imports. The downturn in imports has been intensified since June by the tariff surcharges and other taxes related to the San Jose Protocol which went into effect on June 21.

New taxes

Government revenue rose rapidly during the economic upsurge through 1965 and was adversely affected by the slowdown since then. As a result some public investments were curtailed in 1968.

In order to raise additional revenue, as well as to restrain imports, Nicaragua along with other CACM countries signed the San Jose Protocol June 1.

The Protocol provides for a 30% surcharge on the common external tariff (with certain exceptions) for a period of five years. It also permits the levying of consumption taxes on items produced in other CACM countries even though they are not produced in the country levying the tax. Nicaragua implemented these measures on June 21 and in addition levied a 5% sales tax, increased the tariff on used automobiles, and levied consumption taxes on a number of items not included under the San Jose Protocol which are produced in Nicaragua as well as in other CACM countries. Even with the additional revenue produced by these measures the Government anticipates a substantial deficit this year.

The 1969 budget, which was due to be presented to Congress in December, will probably reflect continued austerity and a greater focus on investment projects in both the economic and social fields.

The new taxes will make Nicaraguans even more price conscious than they have been in the past. Sales of U.S. automobiles, for example, will probably decline in proportion to sales by foreign countries and in particular to sales of Japanese automobiles.

The best opportunities will probably be in those lines related to investment in industry and agriculture. Sales of industrial machinery, earthmoving equipment, and agricultural machinery and implements should increase over the long run. A substantial part of any increase in imports from the United States in the immediate future will be the result of long-term financing from the United States.

The industrialization process within the Common Market is resulting in substitution of imports of many items, especially in consumer lines, but the establishment of these industries frequently requires imports of raw materials and components from outside the Common Market. Nicaraguan imports from the other CACM countries have climbed much more rapidly than overall imports, and this is the principal reason the United States share of the market has declined from 49% in 1961 to 43% last year, even though in absolute terms U.S. sales more than doubled during this period.

The major emphasis in road construction during the next few years will be the continued construction of farm-to-market roads in the Boaco-Chontales-Matagalpa area under a $12 million loan from the Inter-American Development Bank and CABEI-financed economic integration roads.

U.S. export prospects

In the years immediately ahead it seems unlikely that American exporters can expect a rise in exports to Nicaragua similar to that which occurred in the boom years from 1961 to 1965. There has been a general decline in imports this year, and the low level of international reserves, the prospects for exports in the next few years, and the new taxes suggest that any increase in imports next year would be modest.

A U.S. construction firm has won the contract to pave the Rama Road, and work is to begin in the near future. Bids will probably be requested early in 1969 for the construction of the four-lane 7.2-kilometer highway from the outskirts of Managua to the Las Mercedes Airport, a loan of $1.6 million for this purpose having been obtained from CABEI.

Now that a good network of roads exists on the Pacific side of the country the government is giving serious thought to the construction of links with the Atlantic coast area, particularly in the northern part of the country. The Government is also considering the repair of the San Benito-Sebaco section of the Pan American Highway and a by-pass for Managua.

The need to expand Nicaragua's ports is becoming urgent, and a British-French consortium under the auspices of the World Bank is working on plans and recommendations for expansion of the port of Corinto and the construction of a modern port on the Atlantic side. When the reports are completed and financing arranged, apparently from the World Bank, bids will be requested on these projects.

The National Electric Light and Power Co. (ENALUF) has obtained a $15.3 million loan from the World Bank for the installation of a 40,000-kw. thermal generating plant in Managua and the construction of a 50,000-kw. hydroelectric plant on the Viejo River. In addition, a $10 million loan has been obtained from AID for electric power cooperatives.

The projects under the World Bank loan are subject to international bidding, while the AID loan must be spent for U.S. equipment and services. An Italian firm has won the contract for the thermal plant and bids will soon be requested for equipment for the hydroelectric plant.

Industrial production has been expanding considerably faster than the GNP, although manufacturing still accounts for less than 14% of GNP. Industrialization has been greatly facilitated during the last four years by AID loans totaling $17 million to the National Development Institute (government development bank) and the Nicaraguan Investment Corp. (private

development bank).

In addition, long-term loans have been provided for industrialization by the Inter-American Development Bank (IDB), by the Central American Bank for Economic Integration (CABEI), and by European countries. The Atlantic Development Group for Latin America (ADELA) and the International Finance Corporation have also provided equity for industrial projects.

Development priority

Industrial development policy gives priority to industries using domestic raw materials. Several of these industries have either been recently completed or are under construction. Booth Fisheries, in conjunction with Nicaraguan investors, is installing a shrimp freezing plant at San Juan del Sur on the Pacific coast to complement the one it has on the Atlantic coast at El Bluff. The Atlantic Coast Chemical Co., which will produce turpentine, resin, and pine oil from stumps, is completing its plant on the Atlantic coast and should be in operation during the first half of next year.

The dried milk plant, which is being built with Nestle participation at Matagalpa, should be in operation by the end of next year. A kenaf bag factory at Diriamba recently began operations. A firm which manufactures cigarettes primarily from Nicaraguan tobacco is building a large new plant in Managua. A polyvinyl chloride plant with Japanese participation is going up near Managua. The big caustic soda-insecticide plant in Managua began operations late last year and is now exporting throughout the area.

The $9.2 million Fabritex plant which will produce high quality textiles, partly from Nicaraguan cotton, is under construction. The Esso refinery completed in 1963 is expanding its facilities to triple its capacity. Nicaragua's only cement plant recently doubled its capacity.

Plans for the construction of a Central American micro-wave network have reached the bid stage. Each country has requested bids for construction of the segment in its own territory. Financing is being provided by the IDB and CABEI. It seems likely that the Central American countries will construct an earth satellite station to connect their regional network with other areas.

There is great potential for irrigation to reduce losses from periodic droughts and permit growing a second crop during the six-month dry season. AID is assisting in a Ministry of Agriculture demonstration irrigation project. The National Bank is undertaking a program of aspersion irrigation for 25,500 acres in the region of Leon. This program calls for the installation of 150 irrigation units by 1971 and is being partially financed by a British commercial loan. An American firm is providing equipment and technical assistance in connection with irrigation in the Rivas area.

It also seems likely that there will be opportunities in connection with the government's program for the construction of sewage and water supply systems. A $2 million loan was received from the IDB in 1968 for rural water systems, primarily in communities with 300 to 3,000 population. The Ministry of Public Health has signed a contract with Gilbert Associates for a feasibility study of sewage and water systems in Corinto, Chinandega, Leon, Masaya, Granada, Boaco, Juigalpa, Ocotal, and San Juan del Sur.

Investment climate good

Nicaragua has provided a good investment climate for both domestic and foreign investment for many years. This has led to a substantial rise in foreign investment in recent years, much of it in joint manufacturing industries. Several U.S. firms have bought substantial or even majority interest in existing firms in recent years.

There was a further improvement in the investment climate for U.S. investors in 1968 when an extended risk investment guaranty agreement between Nicaragua and the U.S. went into effect.

Foreign investment in the development of natural resources is encouraged. After several years of exploration for petroleum, particularly on the continental shelf of the Atlantic coast, some foreign petroleum firms have begun to drill wells.

New forestry legislation providing for rational exploitation of the country's extensive forest resources was enacted last year, and concessions are being granted under this legislation.

Gold, silver, and copper have been mined in substantial amounts but appear to be declining in importance. A geological survey was recently made, and it appears that lead and zinc exist in quantities which can be produced commercially.

The country intends to develop its own fishing fleet, and a more intensive development of the country's marine resources is being encouraged. However, fishing concessions may be more difficult to obtain than in the past due to the danger of overfishing.

The economic recession has had an adverse impact on government revenue, causing the curtailment of some public investments this year. Private construction activity, particularly in Managua, remains fairly brisk. A modern 210-room

NOW EXPORTING ITS PRODUCTS IN THE CENTRAL AMERICAN AREA is this Elposa Hercasa chemical complex near Managua. It began production of caustic soda and insecticides about a year ago.

RAMA ROAD PAVING WORK will be done by a U.S. construction firm. With the dedication of this bridge over the Rio Siguia the Rama Road became an Atlantic-Pacific land link across Nicaragua.

hotel and a 17-story skyscraper are under construction in the capital. Residential construction is being stimulated by the three private savings and loan associations now operating in the country. Investment in new industrial plants has continued to be substantial.

Despite excellent weather thus far in the 1968-69 crop year (July through June) there is considerable uncertainty concerning the economic prospects for next year. The cotton crop, the bellwether of the economy, will probably be better, but world cotton prices have slipped. The eruption in recent weeks of Cerro Negro Volcano, located in a major cotton producing area, raises the possibility of extensive damage to crops in that area from ash. Exports of coffee and meat, the next most important exports, cannot be expected to rise very much, if at all. The most likely prospect for next year is for continued stringency in both the balance of payments and in the government's monetary and fiscal policies.

Growth rate lags

Growth trends in the Nicaraguan economy are closely related to the production and sale of the country's principal agricultural exports, particularly cotton and coffee. From 1961 through 1965 when the value of cotton exports rose by 260% and coffee exports by 52%, GNP grew by over 8% yearly and most of the indicators of economic growth showed sharp upward trends. Since 1965, drought and other factors have kept cotton and coffee production below the 1965 levels and the rise in GNP fell to only 3.1% in 1966 and 4.3% in 1967. The average rate of population growth has increased from 2.9% in 1950-60 to 3.3% in 1960-67. Thus the growth in GNP fell below the rate of population increase in 1966 and barely exceeded it in 1967. The standard of living has also been adversely affected by an accelerated rise in prices in recent months.

Export review

Exports this year are increasing at a rate of about 8%, a slight improvement over the same period last year when exports grew by 6.7%, but much less than the rate of growth during the boom years. Cotton, coffee, and meat continue to account for over 75% of total exports. The principal growth in other exports has been in shrimp and chemical products.

Taken as a group, exports other than cotton and coffee have increased by about 10% yearly since 1963, thus reinforcing the effects of the cotton and coffee boom through 1965 and partially absorbing the drop in these exports in 1966 and 1967. Exports next year should continue to rise at a moderate rate, if current estimates of a good cotton crop are accurate.

The series of balance of payments surpluses which had been attained during the boom years turned to large deficits in 1966 and 1967, and net international reserves plummeted from $36.6 million at the end of 1965 to minus $9.1 million at the end of 1967. In February, Nicaragua entered into a $19 million standby arrangement with the International Monetary Fund, and this was complemented by an Exchange Agreement with the U.S. Treasury.

Drawing on the IMF standby has bolstered international reserves so that gross reserves at the end of September amounted to $43.2 million, about $3 million more than at the same period last year. The Government has relied upon credit restraint and increased indirect taxes to restrain imports.

Restraints in effect

The balance of payments situation has compelled the monetary authorities to continue restraints on the rise in credit. In the year ending Sept. 30 commercial bank credit expanded by only 10.4%, against 17% for the same '67 period.

The decline in economic activity is reflected in the drop in the money supply which descended from 508.7 million cordobas at the end of Sept. 1967, to 492.1 million cordobas at the end of Sept. 1968.

The main focus of the government's development effort lies in agriculture. Much of public investment is going into grain production. One hundred grain drying and storage centers are being constructed throughout the country. It is hoped that the availability of these centers will encourage the production of rice, sorghum, beans, and corn, permitting Nicaragua not only to supply its own needs but also an export surplus.

Many small and medium farmers will benefit over the next two years from a $9.4 million AID loan to the National Bank in 1968 to finance the importation of fertilizers and pesticides from the United States. (NOTE: New IDB loan to help diversify Nicaraguan farming is reported on page 29.)

Projects ahead

Nicaragua plans to make extensive public investments in roads, ports, electric power, communications, water supply and sewage, irrigation, and grain storage facilities. Some of these projects will provide opportunities for American consulting engineers, construction firms, and exporters, particularly when U.S. Government financing is involved.

Panama market resilient

Despite recent political difficulties, business, industry recovering under new government

Opportunities exist in businesses related to Panama's increasing importance as an international trade and communications center, according to the semi-annual Economic Trends Report from the U.S. Embassy in Panama City.

Agro-industrial development also should offer good prospects.

While the United States continues as Panama's major trading partner, increased competitiveness from others for sales and investment opportunities will go hand in hand with the country's economic growth.

The Panamanian economy has been buffeted by political shocks since last April. First, during the second quarter of the year economic activity was dampened by the heated Presidential campaign. By the middle of the third quarter, however, a general upturn in activity was evident. Then, Dr. Arnulfo Arias Madrid, who had been inaugurated as president on Oct. 1, was removed by a military coup d'etat on Oct. 11, and a Provisional Government was established, headed by a two-man junta.

The impact on the economy of this new political development was immediate, but apparently of short duration. As had happened earlier, during the political campaign, urban merchants suffered as people tended to defer purchases of consumer durables. Once again the government-owned banks were subject to pressures, and tourism expenditures, particularly by residents of the Canal Zone, fell off. While ongoing construction projects continued without interruption, many new starts appear to have been temporarily suspended in the period immediately following the coup.

Despite these difficulties, by mid-November business seemed to have begun a strong recovery, leading foreign business observers to comment upon the "remarkable resiliency" of the Panamanian economy and the sophistication of the Panamanian investor.

Economists assume that the politically inspired slowdowns this year cannot fail to have some leveling effect on overall economic growth. Many short-term economic problems also remain to be sorted out. Nevertheless, the fundamental strength of the economy does not appear to have been impaired and there is general if still somewhat guarded confidence by economists and businessmen that strong GNP growth trends could be reestablished in '69.

The Provisional Government, which consists of a civilian cabinet under the military Provisional Junta, has succeeded in maintaining public order. It has promised "to go to the people" in early 1970 and it has announced the continuation of Panama's traditional policies favoring private enterprise and participation of foreign private enterprise in domestic economic affairs. It has also reaffirmed continuation of the dollar-based monetary system, and has declared its intention of embarking upon a comprehensive program of economic and social development, in cooperation with the private sector, designed to bring balanced growth and equal opportunity for all. However, specific measures to implement the policy declarations had not yet been announced at the time of this report.

The United States, following consultations with other OAS nations, recognized the new government on Nov. 13. However, the U.S. assistance program in the country remained under review.

Mid-year deficit

According to the Comptroller General's April-June 1968 quarterly report on income and expenditure, the Central Government's ordinary budget was $8.8 million in deficit at mid-year.

Normally, the revenue performance in the second half of a year is considerably better than in the first, while expenditure tends to be slightly less. Thus, a large deficit at mid-year is customary (it was $5.4 million at the mid-point in 1967), and does not necessarily indicate a sizable budgetary deficit for the entire fiscal year. In the absence of published data since June 30, a year-end forecast cannot be made. However, pronouncements by officials suggest a better-than-anticipated revenue intake, at least through October.

In a related development, reportedly the Provisional Government has worked out an arrangement for funding a large portion of the current debt due suppliers (floating debt) which should result in fairly large payments to the private sector during December. Other payments, including an estimated $2.5 million from Christmas Club Savings plans, were expected to inject additional liquidity into the economy in the closing days of 1968.

Moderate cost-of-living rise

Recent data for 1967 show a moderate 4.4% rise in the Central Government's funded external debt over the previous year, to $71.3 million. Domestic funded debt, however, increased from $56.3 million to $70.3 million, a rise of almost 25%. With the increase in export earnings from goods and services, the debt service ratio (the ratio of all public foreign debt, including that of autonomous agencies, to export earnings) continued quite favorable, about 2.8% in 1967.

The official cost-of-living index for medium and low income groups increased from 105.0 for the 1967 average, to 105.5 by the end of first quarter 1968. Panamanians have traditionally been accustomed to annual increases in the 1% range for controlled "market-basket" items.

During the election campaign and the post-coup situation, Panama's banking system experienced various pressures. These included sharp but brief runs on the government-owned Banco Nacional and Caja de Ahorros, and an abortive attempt at a protest strike for all banks. However, the system as a whole demonstrated great flexibility during the crises, and its basic strength does not appear to have been adversely affected. Moreover, the continued attractiveness of Panama as an international banking center has been demonstrated by reports that two Swiss banks have recently made application for establishing branches here.

Total individual demand and time bank deposits of the system amounted to $214 million as of June 30. This was 1.2% higher than the December 1967 balance ($211.4 million), but still represented less growth, in both percentage and absolute terms, than had taken place in each of the four preceding half years.

There were declines in both domestic

U.S. prospects

Best possibilities in the near-run for sales of specific U.S. products are (commodity and SITC number): Woven synthetic fabrics, 222; Piston engines—non-air, 351; Air-conditioning machinery, 358; Lifting and loading machinery, 353; Electric power machinery, 361; Trucks, tractors for trailers, 371; Womens' outerwear—non-knit, 233.

and foreign demand deposit balances and in foreign time/savings deposit balances. Domestic time/savings deposit balances, amounting to $114.2 million, offset these declines with a 6.1% increase ($107.6 million), suggesting that the political problems of the electoral period, at least, had only slight effect upon the strong growth trend in this category. Bankers maintain that the decreases in foreign deposits were largely due to exogenous causes, more in response to profitable money markets elsewhere than in reaction to the local situation.

The balance of commercial bank loans outstanding as of June 30, $266.4 million, was some 8.2% or $20.3 million higher than that for the same date the previous year. (The balance is computed by adding new loans to the balance as of the end of the previous period and subtracting repayments and amortizations.) However, this $20.3 million increase was only about half the increase in balances outstanding for each of the previous two years.

Official data for the first quarter of 1968 show a moderate shift upward in the ratio of new loans placed abroad during that quarter as against those placed domestically. The great bulk of these new loans, 93.2%, however, were placed locally. No data are available for the second quarter.

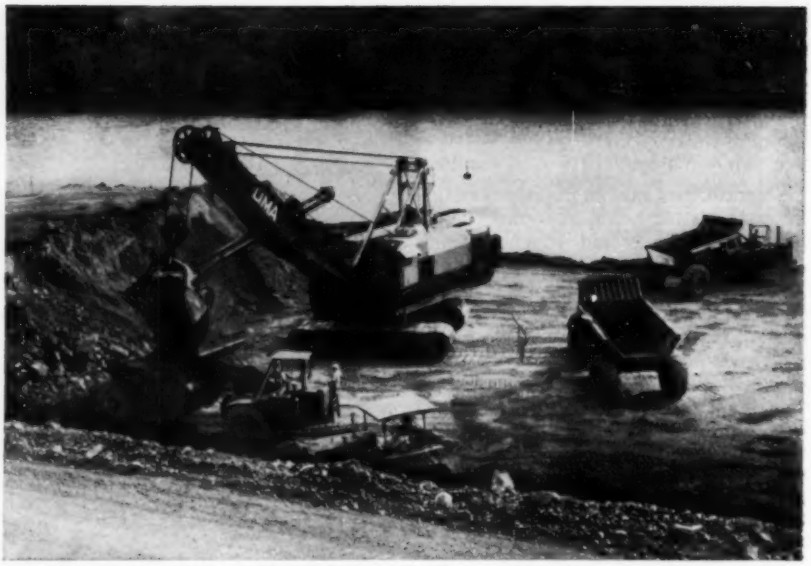
Balance of payments

Panama's small deficit on goods and services account has increased moderately since 1965 (from $28.4 million in 1965 to an estimated $30.5 million in 1967), but the rate of increase has slowed and the deficit as a percentage of total trade has exhibited a declining trend over the same three-year period.

Import data for the first quarter show a 34% increase in imports of capital goods, as against only a 5% increase in imports of consumer and intermediate goods.

A decided trend toward relatively greater imports of capital goods has existed for some time; nevertheless, the first quarter data very likely show a considerably higher rate of increase for capital goods than will be sustained throughout the year. For example, for the year 1967, official but preliminary data indicate only an 11.4% growth over 1966 in this area.

Despite the political difficulties, there has been significant progress in the private sector. Panama City's privately owned power and telephone company recently announced a $22 million investment program for the 1968-70 period. A British company inaugurated a floating bunkering service with prospects of tripling Panama's fueling of vessels. The refinery



LAST PROJECT IN PANAMA CANAL WIDENING that began in 1954, to give the Gaillard Cut a 500-foot width, is being advanced by use of a big Baldwin-Lima-Hamilton shovel.

completed work in July on plant expansion which reportedly will increase production of petroleum derivatives (Panama's second commodity export) by close to a third.

A large citrus plantation in Chiriqui Province made a pilot shipment of orange juice concentrate in its bid to become a leading producer of citrus concentrates. On Oct. 1 telephone communication via satellite was initiated with the United States, adding to service to Chile and Italy previously available. In November it was announced that *The Economist* will join Time/Life in using Panama for a base for the printing and distribution of its Latin American edition.

Construction in Panama City continued at unprecedented levels up to the time of the *coup*. Over $4 million in municipal permits were issued in July alone, with the year's total through August valued at almost $17 million, 14% higher than at the same point in 1967.

Tourism, down in the first half due in part to seasonal factors and depressed again in October, now appears to be recovering, and prospects appear good for the Dec. 1968-Mar. 1969 season.

Interest has also been aroused in Panama's potential as a producer of copper, and the announcement by a UN survey team in May of promising finds attracted world-wide attention. Further study will be required to determine the extent of deposits and the feasibility of commercial exploitation.

While the potentially rich agricultural sector has shared in overall economic growth, it has trailed other sectors and has been characterized by lack of balance in growth. With the exception of rice, crop production for domestic consumption has generally lagged. On the other hand, bananas, an export crop, have shown impressive annual gains, and there are expectations for further investment in the local plantations. The cattle industry continues to do well, profiting from the fact that Panama remains free of hoof-and-mouth disease.

Export, import totals

At the end of the first quarter 1968, registered commodity exports were up 21% over a similar period in 1967, and while this large percentage increase was probably not sustained, there are indications that exports continued to move fairly well throughout the first half year, with the likelihood of continued good levels in the second half of the year. Banana exports, for example, rose 8.5% by volume through June. On the basis of still incomplete data, it appears that sales of goods and services to the Canal Zone, during the first half, had increased by around 8% over the same period in 1967. As regards the nation's imports for the Jan.-June period, registered imports, $113 million, were only 5.8% greater than for a similar period in 1967. No estimate is yet available for the second half of 1968.

Malaysia moving ahead

Economy near top in Southeast Asia; U.S. goods enjoy an excellent reputation

The Malaysian economy currently generates the highest per capita gross national product in Southeast Asia except Singapore's, amounting to an estimated $317 in 1967. The physical volume of production is advancing at a healthy rate, according to the semi-annual Economic Trends Report from the U.S. Embassy in Kuala Lumpur.

Goods of U.S. manufacture enjoy an excellent reputation in Malaysia and are better known than the rather modest trade statistics would indicate. Some American lines have equal, and perhaps—in the consumer field—even greater appeal than their long-established competitors. Those that are priced fairly attractively or can demonstrate convincing technical superiority enjoy a good market in Malaysia.

A stringent international tendering procedure is generally invoked in Government purchases. Buyers are heavily influenced by attractive financial terms. Delivery time is also an important factor.

Many of the familiar American types of machinery and equipment are supplied at competitive prices and terms by subsidiaries or licensees of American firms operating in Japan, Australia, or the United Kingdom.

Development Plan projects using machinery and equipment, particularly in transportation, earthmoving, and agricultural lines, enhance U.S. sales prospects. Opportunities also exist for firms providing technical services, economic surveys, educational materials and devices, and agricultural studies.

Current regional projects in transport and communications will generate opportunities for feasibility studies and future construction in Malaysia and neighboring countries. The suspension of new transport projects is expected to end with the forthcoming submission of a transport survey to the Cabinet, and should be followed by implementation of transport projects recommended in that study.

A sensitive issue

The continuing importance of rubber and tin in the Malaysian economy insures that U.S. policies affecting world trade in these commodities will continue to be very important in setting the tone of our bilateral relations. The existence of a large tin surplus in the U.S. stock of strategic materials is viewed in Malaysia as a threat to its tin industry. U.S. support will be sought in schemes to prevent the development of over-supplies of natural and synthetic rubber, and to mitigate the impact on rubber producing countries of declines in its world market price.

Communist trade promoted

The intense export promotion effort stimulated by rubber price developments has increased Malaysia's readiness to expand trade ties with the Soviet Union, Communist China, the Eastern Europe, which are considered better future sales prospects for natural rubber than Western countries.

The effort to cultivate trade ties with the Soviet Union has led to the establishment of a Soviet Embassy in Kuala Lumpur, trips to the USSR by Malaysian officials, and strong Soviet interest in economic and cultural programs in Malaysia.

Rubber sales to Communist China in the first nine months of 1968 were four times larger than those of the corresponding period of 1967. Wide variations in Chinese purchases are not unusual; this increase may be related to the special official effort to negotiate government-to-government sales in 1968, and recovery of Chinese purchases from the low levels of the Cultural Revolution period. Such sales are not expected to lead to broader political and cultural contacts between the two countries.

Restraints on U.S. foreign investment administered by the Department of Commerce's Foreign Direct Investment Controls program are not intended to affect significantly the capital flow to Malaysia, a "Schedule A" country. Malaysia, with its freedom from exchange controls, highly stable monetary system, investment tax incentives, services for investors, and abundant labor supply, offers many attractions to the prospective direct investor.

Prospects in tourist-related industries and wood products manufacture are getting the strongest emphasis, and interest is being shown in assembly works for agricultural machinery. Mining and oil exploration continue to attract attention from foreign investors.

Hopefully, current federal initiatives will encourage state governments to cooperate more fully with foreign interests in opening new land to agriculture and mining. Proposals which involve the use of Malaysian raw materials, production of goods for export, and that offer substantial employment opportunities are favorably regarded.

However, U.S. civil engineers have found few prospects for their services due to the country's close ties with Commonwealth engineering institutes, resulting in preferential Commonwealth treatment. Prospective investors should be prepared for hard bargaining with Malaysian authorities, who seek to insure a fair return to Malaysia, and for the necessity of dealing with a number of separate authorities on a piece of complex business.

Price movement's impact

Natural rubber exports represented 35% of export receipts and 13% of GNP in 1967. The world price decline from 23 cents in 1965 to a low of 15 cents in February 1968 underlined the need for economic diversification.

The rubber industry itself, with government participation, is confronting these challenges by vigorous research and development programs. Among its recent achievements is the introduction of technically specified and conveniently packed Standard Malaysian Rubber (SMR), which registered a threefold increase in the first nine months of 1968 over the corresponding period of 1967. It is expected that 20% of Malaysian output will be marketed as SMR by the end of 1969.

Malaysia is the world's leading producer of palm oil, a crop that has been planted widely in the past few years as a hedge against falling rubber prices. A 26% decline in the palm oil price from its level ten months ago, and 40% decline since 1966, together with questionable future prospects, is a setback in agricultural diversification even though the impact on the economy does not match that of rubber.

The increased demand for tin incident to renewal of speculation against major currencies in November and buying pressure against a possible December U.S. dock strike took place against a background of curtailed world supplies. The

resulting price surge reversed a persistent downward trend in the price of Malaysia's second leading export. Export quotas imposed by the International Tin Council in September to correct an oversupply situation at that time and stabilize prices will, if renewed, continue to curb growth in Malaysian shipments.

The value of timber exports in 1967, at $191 million, exceeded that of 1966 by 24%, consistent with the trend of dynamism in this industry. Available data for 1968 show vigorous increases in volume as well as value of exports. The timber industry accounts in large part for the rapid growth of Sabah's small economy, which has expanded at an annual rate of 12% over the past six years.

Malaysia's price stability, in recent years better than that of the United States, was temporarily disturbed in 1967. It appears that West Malaysia prices peaked at 110.7 in early 1968 and fell to 106.8 by September (base year 1959). Boom conditions in Sabah and to a lesser extent in Sarawak are causing some inflation in East Malaysia.

Money supply as officially defined in government statistics contracted in 1967 and stood at a lower level at September 1968 than 1967, with an estimated $249 million of notes and coin in circulation and $247 million in private sector demand deposits. However an increase in fixed and savings deposits of the private sector raised the sum of money-plus-quasi-money to a level above the corresponding period of 1967.

Malaysia's "sound money" policies were once again affirmed when in November she notified the International Monetary Fund of her assumption of Article VIII membership obligations. Under this provision Malaysia agrees to refrain from restricting international transactions and from discriminatory or multiple exchange rates without IMF approval, and to allow free exchange of foreign-held Malaysian dollars.

Not all sectors of the economy are sharing its fruits equally. An unemployment level in West Malaysia estimated at 8.8% of the labor force in 1967 glosses over the more acute problems in the 15-24 age group and in certain urban centers, Penang being the most severely affected. In September the Deputy Prime Minister announced the government's decision to draw up a Master Plan for Penang's development and to conduct a feasibility survey of the East-West Highway between Penang and Kelantan, the latter project aimed at benefiting both Penang and the relatively remote northeastern part of Malaya.

Rural-urban migration is expected to exert increasing pressure on public services, housing, and the market for less-skilled employment for many years to come. The level of rubber prices has displaced blocs of labor not easily absorbed elsewhere by causing less-efficient plantations to go out of production, and has affected the income of numerous independent smallholders. There exist, moreover, backward rural areas that have never participated actively in modern sectors of the economy and remain largely at a subsistence level.

The government considers its most urgent task to be an increase in income, especially in lagging sectors. Heirs to an economy heavily committed to tin and rubber exports, the Malaysians must also seek new forms of economic activity in order to improve its stability.

The First Malaysia Plan (1966-70) reserves an important role to private interests in reaching the level of investment required for healthy growth. Private investment is expected to amount to $2,013 million, as against public development expenditure of $1,487 million, and private enterprise will dominate the manufacturing and services sectors.

While reliable data on capital formation are lacking, it is believed that growth in manufacturing output value is outpacing that of the economy as a whole at about 12% annually. However this growth is projected from a small base, manufactures accounting for only 11% of gross domestic product. New opportunities in agriculture may arise.

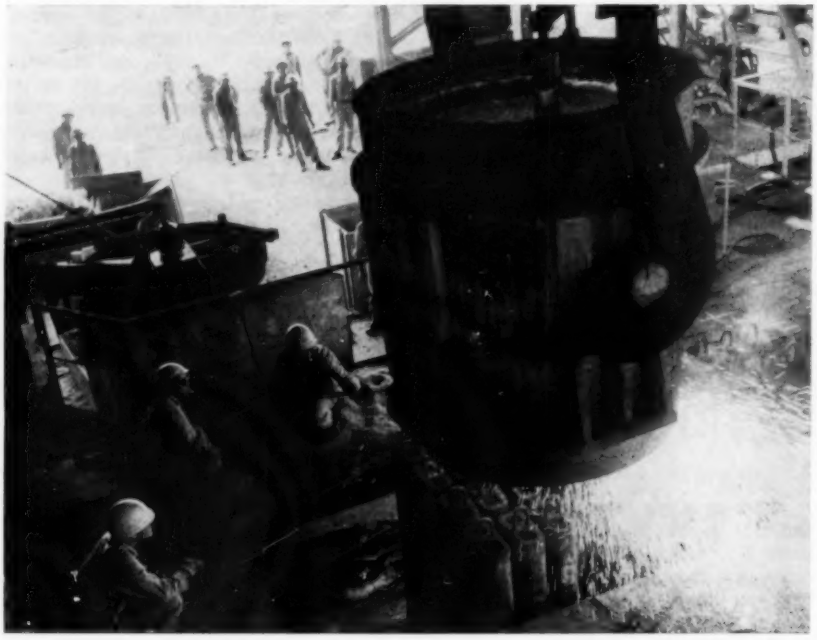
Overall investment in the private sector is thought to be falling short of Plan projections.

Government institutions have been created specifically to support the economic advancement of the rural Malay people (bumiputra) and their integration into the modern economy. At the second Bumiputra Congress in September, several proposals were made for new organizations which would enter insurance, commerce, manufacturing, and finance. If and as implemented these institutions could provide a significant new factor on the business scene as semi-governmental bodies, presumably equipped to enter into trade, lending, joint ventures, and similar relationships with foreign partners.

As Malaysia's most abundant resource apart from labor itself, land is regarded as the most promising means of increasing employment and incomes. Of public expenditures projected at $1,487.2 million in the Plan, agricultural programs account for $355.1 million, or 23.9% The provision for federal expenditure on land development increased to $121.6 million in the 1968 budget from $69.9 million in 1967.

Agricultural authorities are showing concern to develop new crops suited to

RUBBER TREE CHARCOAL ASSISTS PRODUCTION at the Malayawata Steel Plant, the first major steel facility in Malaysia and the country's largest industrial installation. The International Finance Corporation and Japanese industrial interests helped Malaysia sponsor the project (World Bank Photo).



local conditions. A Malaysian Agricultural and Research Institute (MARDI) will be organized shortly with foreign assistance. Research and field trials on a variety of crops possibly suitable for large-scale planting or as intercrops in rubber and oil palm are pushing ahead.

Experience in rural development has brought recognition that government resources alone cannot open new lands at the desired rate. The Deputy Prime Minister declared in November that the Government would take positive steps to encourage private participation in the agricultural sector. Feasibility studies already planned will, he announced, provide for private interests to share in developing a 2.4 million acre tract in "Pahang Tenggara," and two smaller sites in Johore. Cooperation of state governments, which under the Constitution control public land, is being sought through the National Land Council, representing them, to facilitate private development in both agriculture and mining.

An intensive mid-term review of the Plan is in its final stage. It appears that foreign grants and official loan targets will have to be cut back from their projected levels of $294 million and $327 million, respectively, over the Plan period.

The planned withdrawal of British forces by 1971 will necessitate an increase in Malaysia's defense spending while cutting off a valuable source of income from abroad. The British commitment of $60 million "mitigatory aid" in soft loans over a five-year period is not regarded as being on a compensating scale.

Despite new tax laws and tightened tax administration from 1967, it is doubtful that tax funds can be substantially increased to fill the gap. Receipts in 1968 are expected to increase by only about 2%, largely because of the effects of the severe rubber price decline on 1967 income and profits, on which income and development taxes are payable in 1968. Policy statements have consistently emphasized the Government's determination to restrain any new taxes in order to avoid discouraging private investment.

There appears to be a case for increased borrowing for sound public sector projects. The lending capacity of domestic institutions is adequate to sustain continued non-inflationary Government borrowing. With interest and repayment obligations on the federal debt running below 2% of export receipts, increased foreign borrowing can be considered, and indeed a loan issue amounting to the equivalent of $19 million was successfully launched on the German capital market in November.

Five Latin nations aided in $45 million loans through IDB

Uruguay, Venezuela, Colombia, Nicaragua, Mexico get financing

The Inter-American Development Bank has approved eight loans totaling $45.89 million to support development projects of key importance to the growth of five of its Latin American member nations.

The loans will help:

► Modernize the port of Montevideo, which handles 95% of Uruguay's import and export trade.

► Bring more electric power to Western Venezuela, thus contributing to the growth of one of that nation's lesser developed regions.

► Support agrarian reform in Colombia through the execution of two farm settlement projects being carried out in Colombia's vast and sparsely settled Eastern Plains region.

► Diversify Nicaragua's agricultural production, currently heavily dependent on two export crops—cotton and coffee.

► Provide financing for the export of Mexican capital goods used in the construction of a pipeline built in Colombia.

In supporting development in areas or sectors frequently neglected in the past, the loans are helping to achieve the goals of the Alliance for Progress. The loans announced were:

Uruguay: Two loans totaling $9.7 million to improve and enlarge Montevideo's port facilities. While current installations could handle up to 7,000 ships per year, only 3,000 vessels per year have been handled in recent years due to inadequate facilities.

In order to improve the port's efficiency, the access channel must be amplified, port installations must be modernized, new equipment purchased and the port's administration improved. The project, being carried out at a cost of $17.6 million, is the first step in measures designed to transform it into a leading River Plate port. In addition to the Bank's loans, the Government of the Netherlands joined is supporting the project with a $3,250,000 parallel loan.

Venezuela: Two loans for $16 million to the C.A. de Administración y Fomento Eléctrico, in Venezuela to help finance the construction of a dam, a hydroelectric plant and corresponding transmission facilities on the Santo Domingo River in Western Venezuela. The plant will have a total final capacity of 240,000 kilowatts, half of which will be installed in the current phase.

The project, being carried out at a cost of $48,475,000, will bring more power to an area in Venezuela which accounts for 17% of the nation's population but enjoys a considerable lower stage of economic development than the rest of the country.

Colombia: A loan of $10.8 million to the Instituto Colombiana de Reforma Agraria to assist in carrying out agrarian reform projects designed to help 2,200 farm settlers and their families to colonize new land in two underdeveloped areas in Colombia's vast Eastern Plains. With only 2% of the nation's population, the region contains 54% of its land area and has an estimated 50 million acres of land which could be devoted to agricultural production. Total cost of the project is $35.9 million. Colombia needs to increase its farm output since in recent years it has had to import more than $60 million in foods annually.

Nicaragua: Two loans totaling $5 million to the Instituto Nacional de Fomento de Nicaragua to finance projects costing $8,939,000 designed to diversify the nation's agricultural production which currently is heavily dependent on two exports crops—coffee and cotton.

With the assistance of the two loans the Nicaraguan Government will be able to improve its milk production significantly, increase its pork output and irrigate additional farm land.

Mexico: A $4,390,000 line of credit to provide medium-term financing for the export of Mexican capital goods utilized in the construction of an oil pipeline in the Department of Caldas in Colombia.

The financing is being made available under the program established by the Bank in 1963 to stimulate the growth of the capital goods industry in Latin America and thus foster the region's economic integration.

Spanish law text regulating alien workers is available

Spain's Ministry of Labor enacted in July a decree pertaining to the employment of aliens in Spain. The length and complexity of the decree render it impossible to publish it in its entirety. For a loan copy of an English translation **write:** Spain Desk, European Div., OIRE/BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Terrain, distances build Congo market for aviation support items

Country has had trouble financing such purchases, but outlook now is best since independence; U.S. suppliers in good position

By JAMES T. DOYLE

Africa Division, Office of International Regional Economics, BIC

The Congo (Kinshasa) civil aviation network has an urgent need for many lines of aviation support equipment, according to a recent study compiled for the U.S. Agency for International Development by a team of experts from the Federal Aviation Administration and the Civil Aeronautics Board. Several other foreign groups have also studied the Congo's air support needs, and some of their conclusions are included below.

Power generators, fire/crash vehicles, navigational aids, communications gear, and fueling facilities add up to a potential multi-million dollar market. U.S. manufacturers could supply much of it.

Efficient air transport in the Congo is vital to the country's economic and political well-being. The size of the country and the lack of alternative surface transportation facilities make air travel the only feasible method of getting from place to place for commercial, administrative, or military purposes. Much of the existing ground support equipment is obsolete or inoperable. A number of airports have never been equipped to service modern air traffic.

Some purchases are already being made. It appears that the Congolese are prepared to invest substantially in a renovation of the entire transportation sector and 1969 should see many such moves.

All airports now in use in the Congo urgently require sources of reliable electric power. Public power failures, which have been prolonged on occasion, result in heavy and continuous use of emergency back-up generators. In addition, some airports do not have access to public power facilities and these need independent power sources suitable for continuous operation. Furthermore, as electrically-dependent air support facilities such as communications, navigational aids, and lighting are improved throughout the system, power requirements will increase.

About one-third of the airports are now equipped with a handful of 750-pound dry-powder fire/crash trucks. No foam fire trucks operate at any Congolese airports. The safety hazard factor consequent to this situation concerns the Congolese authorities and they have placed fire and crash vehicles and attendant equipment among the first priorities of the aviation support rejuvenation program. Needs identified so far include four 6,000-liter foam trucks and 14 3,000-liter foam trucks.

As in other lines, there is something to be said for equipment standardization. Early efforts on the part of American firms to sell their products in the Congo could reap rewards in continued sales.

New structures for housing communications and navigational aid equipment are required at a number of airports. At least ten airfields have inadequate passenger terminal facilities and require new structures for this purpose. Many of these construction needs might be satisfied quickly and economically by prefabricated building units which American manufacturers could supply. In all, the immedite needs appear to be for approximately 36 new units of varying sizes.

Night flights need lights

Air Congo operates only daylight flights on its internal service, except for several flights between the international airports at Kinshasa and Lubumbashi. However, the country's transportation requirements are exerting increasing pressure on the system for some after-dark scheduling. Both for night flying and for operation during daylight hours of rain or fog, the runway lighting facilities need improvement. Twenty airports are considered prime candidates for lighting systems to be installed. Estimated equipment costs are nearly $1.5 million.

A number of airports in the Congo require fuel storage facilities, dispensing equipment, and tanker trucks. Only two airports, for example, now provide turbine fuel and only three have fueling hydrants. The others use drums of aviation gas with power- or hand-driven pumps. Immediate priorities are estimated at about $500,000 in storage facilities, dispensers, and tanker trucks.

This shopping list could undoubtedly be expanded significantly, since it appears to be the barest minimum necessary to serve current needs. It makes no provision for the greater fueling capacity that would be required for expanded service or in the event of a changeover to jet service on internal Congolese air routes.

The electronic navigational aid system requires extensive modernization, expansion, and in some cases replacement. Only Kinshasa and Lubumbashi have instrument landing systems (ILS). These airports and two others also have variable omni-range (VOR) installations. The remaining principal airports in the Congo are served by locator beacons and nondirectional beacons (NDB). The beacon equipment is estimated to be nearly three-fourths inoperative and much of it is considered better replaced than repaired. Immediate overhaul and, where necessary, outright replacement of this equipment is the first navigational aid priority. New equipment and replacement parts running to nearly $2 million will be necessary to make these facilities effective.

Eventually the Congo's VOR system will be expanded to include the dozen or so major airports serving the Congo. The ultimate objective will be to provide an integrated network within the Air Congo circuit. A continuing market for growing quantities of navigational aids thus will be created.

The need for communications gear is also pressing. Although detailed requirements have not yet been identified, purchases in this field could eventually come to several million dollars. Some air/ground communications equipment, mostly of the HF/RTF and VHF varieties, is already needed. This equipment will alone account for sales approximating $500,000. In addition, the ground network must be modernized and improved to overcome current deficiencies and provide for increasing traffic. Purchases of point-to-point equipment should increase at a quickening pace as specific needs are clarified.

The extent to which the Congolese Government will be able to fund these needs is still unclear. Past plans for equipment purchases have often foundered for the want of money. However, the Congolese appear determined to make the improvements necessary for a more efficient air service and they are better able to afford these improvements now than at any time in the past. Financial assistance may also be possible under AID's community import loan program. Medium term Export-Import Bank financing or guarantees might be a possibility for some items. Local currency from AID generated counterpart funds might be applicable to some installation costs.

Common Market puts '68 GNP increase at 5%, despite woes

Commission's report emphasizes new demand inside, outside Six

Economic growth in the European Common Market during 1968 was quite vigorous, despite the considerable production loss in France following the strikes in May and June. Making this report, the European Communities Commission attributed the brisk upturn in economic activity to a rapid expansion of demand, first from outside the Common Market, then from stockbuilding, fixed asset formation, and increased consumer spending.

According to the combined third and fourth quarterly economic survey entitled "The Economic Situation in the Community," which was released by the Commission in Brussels late last month, the gross Community product in 1968 rose by more than 5% over 1967. From 1966 to 1967, the increase was barely 3%. The new rate brought the growth of real gross Community product since 1957 to 69%, compared with 58% in the United States and 38% in the United Kingdom.

Community exports increased strongly during 1968, rising by an estimated 8.5% over 1967, thus exceeding the 1966-67 increase of 7.5%. This growth occurred particularly in the first half of the year largely due to increased sales to the United States and the United Kingdom.

One result of the strong upswing in the Community and the marked rise in total demand was a vigorous recovery of imports from non-member countries. While the volume of visible imports had stagnated in 1967, it rose in 1968 by an estimated 8.5%.

Trade between the members of the Common Market expanded even more rapidly than external trade, increasing by 14% over 1967, compared with a 1966-1967 increase of only 5.5%.

The Community's balance of visible trade with non-member countries is expected to show a surplus as large as '67's.

Official net gold and foreign exchange reserves fell by $2.8 billion during the first ten months of the year compared with a rise of more than $1 billion during the same period in 1967. The Commission pointed out that due to deadlines the report preceded the November monetary crisis.

Trade surplus in November

Export and import figures released in the final days of December by the Census Bureau showed a U.S. trade surplus in November of $171 million, in contrast to the $63 million deficit in October. (*Note:* detailed analyses of U.S. trade statistics appear at quarterly intervals in *International Commerce*, after study by the Bureau of International Commerce's International Trade Analysis Division.)

Merchandise trade continued to be strongly influenced by the unsettled longshoremen's strike at East and Gulf Coast ports.

November exports, at $2,989 million, seasonally adjusted, were 15% above October, but remained below the record September level of $3,246 million. Exports of machinery and transport equipment (notably aircraft, automobiles and parts and nonelectrical machinery), food and feed grains, tobacco, and soybeans accounted for a large part of the November increase.

General imports in November, at $2,818 million, seasonally adjusted, were about 5% above October. Most of the increase in imports was concentrated in food stuffs, mainly coffee, and various manufactured goods.

For the first eleven months of 1968, the merchandise trade balance amounted to $942 million, seasonally adjusted. Efforts by shippers to move out goods before the expiration of the Taft-Hartley injunction on Dec. 10 undoubtedly raised export and import figures also in December. The merchandise trade surplus for the year as a whole seemed likely to have run a little over $1 billion. This compares with $4.1 billion in 1967.

Portuguese line buys fourth U.S. jet with Exim credit

The Export-Import Bank has authorized a $2,666,667 credit to help finance the purchase by Transportes Aereos Portugueses (TAP) of a Boeing 707 jet airliner. The contract value of the transaction including related spare parts, equipment and services is $8 million.

One-third of the purchase price, or $2,666,666, will be paid in cash by the Portuguese flag carrier, which has already bought three U.S. jets with Eximbank help. Of the financed portion, one-half is represented by the new Eximbank credit. The remaining $2,666,667 will be financed by First National City Bank of New York.

Japan nuclear plant gets $68.8 million Eximbank assistance

New power station called largest among U.S. exports

The Export-Import Bank has authorized a credit of $68,781,000 to help finance the purchase of American equipment and services needed to construct a 784-megawatt nuclear power plant at Fukushima, Japan.

The new station, the second Eximbank-financed nuclear plant to be built by Tokyo Electric Power Co., will be the largest nuclear plant in Japan and the largest to be exported from the United States.

In 1967 Eximbank established a $39.1 million credit in favor of Tokyo Electric Power to help finance its first nuclear power plant at Fukushima, some 160 miles north northeast of Tokyo. The 460-megawatt plant, Fukushima Number One, is to become operational in 1970. Fukushima Number Two, assisted by the new Eximbank credit, will commence operations in 1973.

Both nuclear power installations at Fukushima are being built by General Electric under turn-key contracts. Total cost of the two installations is estimated at $335 million, including fuel for the first five years of operation. Of this total, $192.8 million will be for the second plant. Fuel for both units is to be converted and enriched by Allied Chemical and the U.S. Atomic Energy Commission.

General Electric is participating with Eximbank in financing the dollar costs of the new project to the extent of $10.6 million. The Japanese utility will make cash payments of $13 million.

The equipment and services portion of the Eximbank credit is to be repaid in 30 semiannual installments beginning in 1973. The fuel portion is to be repaid in ten semiannual installments beginning in 1973. The entire Eximbank credit is to be guaranteed by the Japan Development Bank.

India establishes new priorities for allocating foreign exchange to industries it wishes to boost

List of 22 key groups expanded to 26; 48 new enterprises get priority status, ranking them just behind key fields

India has established new priorities for allocating foreign exchange to industrial enterprises which it wishes to encourage.

The original list of 22 key industries has been expanded to 26 and a new category of 48 priority industries has been added. The priority list rates behind the key list. It is not to be confused with the list of 59 priority industries which continue to enjoy preferential treatment in the allocation of import licenses for raw materials, components, and spares following the 1966 devaluation. (See INTERNATIONAL COMMERCE, July 4, 1966, for this list.)

Priority will be given to applications for licenses to establish new capacity in key and priority industries. They will be favored in allocation of foreign exchange for capital and equipment imports if required. Industries which are predominantly export-oriented will have the same status as those in the key industry categories.

In addition to preference in allocation of foreign exchange, enterprises in the key industries (and those which are export-oriented) may also be allowed exemption from the general rule that goods to be imported should not be available locally. Decisions in this regard will be made on a case-by-case basis. However, the guiding principle which the Indian Government has set is that unnecessary delays should be avoided in cases in which local procurement would take a long time and the goods in question are only a small percentage of the firm's total requirements.

The key industries are:

Industries providing agricultural inputs: fertilizers (including sulphuric acid and phosphoric acid required therefor); pesticides and pesticides intermediates.

Metals: steel, including alloy, tool and stainless steel, electric grade steel and ferro-alloys other than ferro-manganese and ferro-silicon; all nonferrous metals.

Engineering industries: heavy electrical equipment (includes equipment for generation, transmission and distribution of electric energy) and components; industrial and power boilers; instruments and appliances—industrial, scientific, medical, surgical and electronic; electronic components; metallurgical and heavy machinery equipment; shipbuilding and dredging and port equipment; earthmoving equipment such as excavators, shovels, crawler tractors, dumpers, wheeled loaders, scrapers and motor graders; machine tools, including small tools; agricultural tractors; automobile ancillaries; industrial machinery (such as sugar machinery; cement machinery; coal mining machinery; pulp and paper machinery and chemical and pharmaceutical machinery); gas cylinders; seamless tubes.

Chemical and allied industries: selected organic and petro-chemicals, integrated petro-chemical complexes, DMT, caprolactum, synthetic rubber and synthetic detergents; essential drugs and pharmaceuticals (including intermediates and contraceptives); petroleum refining; newsprint, pulp for rayon and paper; catalysts.

Mineral industries: oil exploration and production; coking coal; iron-ore including pelletization of such ore; pyrites, rock phosphate, mining and beneficiation.

The following 48 manufacturing industries have been named priority industries: motorcycles, scooters, mopeds and bicycles (including parts); agricultural machinery and implements including harvesters; pumps, compressors, industrial fans and blowers; industrial mining machinery (other than those specified in key industries); pipes, pipe fittings; internal combustion engines; industrial furnaces; ball and roller bearings; power cables and telephone cables and bus bars; storage batteries, dry batteries; construction equipment; cranes;

Industrial fasteners; link chains; commercial vehicles, including jeeps and three-wheelers; trawlers, fishing boats, harbor craft and ancillaries; telecommunications equipment, wireless and TV transmission and radar equipment; radio receivers and TV sets; wagon shunters and locomotives; industrial refrigeration equipment and ancillaries;

Fire engines, crash tenders and other fire fighting equipment; non-ferrous semis and alloys; electric lamps and lamp components, including miniature lamps; essential organic and inorganic heavy chemicals; dyestuff intermediates; photographic films, stores and paper; paper; synthetic detergents; tires and tubes;

Industrial explosives; industrial gases; refractories, fire-bricks and insulators; leather and leathergoods industries, including footwear; industrial alcohol; enamels; packaging industry; man-made fibers; matches; food processing;

Vegetable oils; ion-exchange; coal carbonization and coal-tar distillation; cement; electric insulating materials; asbestos products; electrodes; watches and time-pieces, and ready-made garments.

The foregoing information supplements the section on Foreign Investment Policy and Investment Screening Procedure contained in *"Establishing A Business in India"* OBR 68-26, March 1968, pp. 1-5.

Germany opens import quota for cut flowers

The Federal Republic of Germany has opened a quota for the importation of fresh cut flowers, not including cut tulips, cut hyacinths, cut narcisses, orchids and anthuria. Applications for licenses will be accepted until the undisclosed value limit is reached, but no later than May 12, 1969. Import licenses will generally be valid until May 13, 1969.

The imported flowers must meet the EEC quality standards (EEC Regulation No. 316/68, published in the European Economic Community Gazette No. L 71/68 of Mar. 21, 1968). Existing German plant protection requirements also must be observed.

AMA briefing to review CACM's impact on U.S.

The American Management Association has scheduled a Jan. 22-24 briefing on *Central America: The Impact of the CACM on U.S. Business.*

The meeting, which will take place at AMA's New York headquarters, will feature discussions of the role of the Central American Bank for Economic Integration; Legal Aspects of Operating and Investing in Central America; ADELA's Capital Investments in Central America; Modernizing Management Controls and Methods.

British companies look for U.S. ties in seven proposals

Seven opportunities for licensing arrangements are currently being suggested to U.S. companies by enterprises in the United Kingdom. Full details may be obtained by writing to these enterprises.

● A well established manufacturer of materials handling and conveyor equipment for the mining industry seeks licenses from U.S. firms with compatible products. The British firm manufactures coal and ore handling equipment such as loading points, feeders, creepers, bunkers, turntables, and conveyors.

Write: Shaw, Trew and Smith Ltd., Aston St., Shifnal, Shropshire, England.★ WTD.

● A medium-sized British manufacturer of spring relief, safety and pressure reducing valves in the low pressure ranges wants to extend the pressure and temperature range of its product via licenses from a U.S. company.

Established in 1864, the British company now has 120 employees, and distributes its valves in Europe, South Africa, Australia, and Hong Kong. The company catalog lists approximately 50 types of specialty valves produced and marketed for this narrow field.

Write: J. E. Roberts, Managing Director, Samuel Birkett Ltd., Queen Street Works, Heckmondwike, Yorkshire, England.★ WTD.

● A major British company is interested in negotiating licensing arrangements with an experienced U.S. manufacturer to produce heat exchangers and other products in the field of pipework and general fabrication, utilizing existing skills and facilities as far as possible. The firm has plants in England and Scotland currently producing high and low pressure pipework involving bending, welding, general fabrication and heat treatment of all grades and thickness of mild steel, alloy steels and stainless steel.

The company is part of a group employing approximately 46,000 and operating internationally on a large scale.

Write: J. Bruce Laurie, Director, Stewarts and Lloyds, Ltd., Pipework and Engineering Division, Lloyd House, 2 Colmore Circus, Ringway, Birmingham 4, England. WTD.

● A British company specializing in the manufacture of water treatment equipment seeks a reciprocal licensing arrangement with a U.S. company. The firm, Water Engineering Limited, presently makes sewage and effluent treatment equipment, filtration equipment, and water treatment equipment in general. Licenses are wanted for manufacture in the U.K. of specialized scraper gear valves for sewage treatment plants. In return the British company would grant licenses for the manufacture in the U.S. of high-rate activated sludge processes.

Water Engineering Ltd. was established in 1961 and employs 30. The strength of the company is reflected in the fact that a controlling interest is owned by a major holding company.

Write: Water Engineering Ltd., 31/33 College Road, Harrow-on-the-Hill, Middlesex, England. WTD.

● A British manufacturer and distributor of store interiors and exterior fittings, portable office partitions, display fittings, and batch produced joinery items seeks licenses for the manufacture in the United Kingdom of complementary products.

The company, with 150 employees and a London branch, is mainly interested in products of wood combined with plastics and/or metal, preferably suitable for retailing.

Write: Benbow Shopfitting Ltd., Petitor Works, Torquay, Devonshire, England. WTD.

● A British manufacturer, exporter, and distributor of tubular steel products, such as ladders and shelving, is interested in licensing arrangements with U.S. firms to manufacture articles made from tubular steel in the United Kingdom. The British firm is also assembling and selling electric chain hoists in the United Kingdom and is interested in widening its product line by manufacturing complementary U.S. lines related to mechanical handling equipment.

The firm, established in 1961, currently employs about 80 people, plus 70 salesmen with branch offices in London and Birmingham.

Write: Mr. R. A. Cole, Dir., Racole Trading and Manufacturing Co., Ltd., Channel View Rd., Dover, Kent, England.★ WTD.

● A small British producer of dyes and certain organic chemicals for use in medical, biological and pharmaceutical operations would consider proposals leading to its acquisition by a U.S. firm.

Write: Mr. Edward Gurr, Edward Gurr, Ltd., Michrome Laboratories, 42 Upper Richmond Road West, London, S.W. 14, England. WTD.

Welding, textile machinery licenses interest French firms

Two French companies are seeking U.S. licenses to manufacture various pieces of machinery in the welding and textile fields.

● A French firm seeks licensing rights to manufacture new attachments and accessories for textile spinning machinery.

Write: Manufacture Alsacienne de Broches, 69 Soultz, France. WTD.

● A producer of metal stampings for automobile, agricultural and mining industries seeks U.S. licenses to manufacture welding machinery for use by mechanical industries.

Write: Usines Gerlach, S.A., 57 Bouzonville, France. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

India issues regulations to speed processing of joint venture bids

Handling of each application in three months is new Board's goal; cases will be studied on basis of extent of foreign participation

The Government of India has outlined the procedures that its newly-formed Foreign Investment Board will use to expedite the screening of joint venture proposals. Processing of each application within three months is the goal.

Individual cases will be divided among the Foreign Investment Board, a committee of the Cabinet, and various Ministries, in accordance with criteria established by the Government. Investment proposals will be allocated to the appropriate governmental bodies as follows:

► Cases involving foreign participation amounting to more than 25% of the issued equity capital and 10 million rupees ($1.3 million) of equity capital, but less than 40% and 20 million rupees ($2.6 million) will be handled by the Foreign Investment Board, chaired by a Secretary of the Finance Ministry and composed of all Economic Ministries concerned primarily with foreign investments and collaborations. The Board was scheduled to begin operation on Dec. 1.

► Cases involving foreign participation up to 25% in which total investment does not exceed 10 million rupees ($1.3 million) will be considered by a subcommittee of the Foreign Investment Board. This group will include representatives of the Ministries of Industrial Development, Finance, and Company Affairs, and the administrative ministries concerned with the cases being reviewed.

► Applications which will be forwarded to the Cabinet are those in which "(a) . . . the total investment in equity capital in any Indian company, including foreign equity capital investment (issue of free shares for technical know-how inclusive) exceeds 20 million rupees ($2.6 million); and (i) in any new Indian company where the foreign equity investment exceeds 40% of the total issued capital; or (ii) in any existing Indian company, the fresh foreign equity investment will maintain the existing foreign investment at a level above 40% or result in the foreign equity investment exceeding 40% of the total issued equity capital; and (b) cases of importance involving any special point on which the Investment Board may desire guidance . . ."

► Cases in which only technical collaboration and no foreign investment is involved will be handled by the appropriate administrative ministries. Their jurisdiction is limited, however, to cases in which the payment of royalty or technical know-how fees fall below the rates set by the Government.

Announcement of the new procedures was accompanied by publication of lists of industries in which collaboration would be allowed, in which only foreign technical collaboration but not investment would be permitted, and in which no foreign participation would be approved. The first two lists also contain the ceilings on royalty rates which the Indian Government has set. These lists are not comprehensive in their coverage; the industries which have been classified are only illustrative. Each application for collaboration in an industry not mentioned will be considered on its merits. In the meantime, the lists will be reviewed and revised periodically.

The foregoing information supplements the section on Investment Screening Procedures contained in *"Establishing A Business in India"* OBR 68-26, March 1968, pp. 5-6.

Interested parties may obtain copies of these lists by writing to: Near East-South Asia Division (BIC-896), Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Italian firm wants license to manufacture steel items

An Italian manufacturer of structural stainless steel shapes for railroad and ship furnishings desires to manufacture metal containers and trailers under U.S. licensing arrangements.

This experienced steel manufacturer produces 500 containers and 250 trailers annually and has been supplying the Italian railroads since 1957.

Write: SCM di Egidio Galbani, Via Sciesa 2, Villasanta, 20068 Milan, Italy. WTD.

Swiss companies look for licenses

Two Swiss firms are in search of arrangements with U.S. companies in the pharmaceutical and electronic lines.

● A prominent distributor of electronic equipment and components in German-speaking Europe seeks to manufacture, distribute and service U.S. industrial electronic equipment under license. The fast growing firm has subsidiaries in Breyell and Munich, Germany, and in Austria. Primarily a distributor of electronic equipment and components in Switzerland, the firm has developed its servicing department into facilities which are capable of assembling semi-conductor devices, electronic communication and detection equipment, industrial process instruments, measuring instruments, data processing equipment, laboratory and scientific instruments and other electronic components and accessories.

Write: Omni Ray AG, Dufourstrasse 56, 8008 Zurich, Switzerland. WTD.

● A successful pharmaceutical manufacturer is interested in obtaining licenses for all kinds of U.S. pharmaceutical preparations and tonics for human use, especially newly-developed products. The main line of the Swiss firm consists of preparations for different skin diseases, antibiotics acting against parasitic and infective diseases, and pharmaceuticals acting on the respiratory and digestive systems.

Write: Medinova AG, Eggbühlstrasse 14, Zurich, Switzerland. WTD.

Israeli pharmaceutical firm desires U.S. license tie

A well established Israeli pharmaceutical manufacturer and distributor seeks U.S. licenses to produce a broader line of pharmaceutical products and medical supplies.

Write: SAM-ON Ltd., Pharmaceutical & Chemical Laboratories, P.O. Box 1814, Tel Aviv, Israel. WTD.

Licenses sought by Italian pharmaceutical company

A large Italian manufacturer of pharmaceutical chemicals, drugs and fine chemicals interested in expanding its line of pharmaceuticals and cosmetics seeks U.S. licenses.

Write: Poli Chimica sap, Piazza Agrippa 1, 20141 Milano, Italy. WTD.

Civil engineering works, water pumping equipment sought by Colombia

The Empresa de Acueducto y Alcantariliado de Bogota, D.E., Colombia (Water-Supply and Sewer Company of Bogota), seeks bids on the construction of civil engineering works and installation of mechanical and electrical equipment at the new crude water pumping station of the Tibito Plant. The estimated quantity of work is as follows: excavation—14,500 cubic meters; refilling—1,800 cubic meters; structural concrete—1,900 cubic meters; steel reinforcing—220 metric tons; metal sheet piling —180 metric tons; surfacing for pavements—250 cubic meters; asphalt pavement—1,000 cubic meters; and lawns—1,700 cubic meters.

The project will be financed by funds provided by the World Bank.

The following equipment will be furnished by the Empresa for mechanical and electrical installation: 3 vertical shaft motor pumps, with a capacity of 2.1 cubic meters per second, 1 bridge crane with a capacity of 28 tons, pipe, valves, sluice gates, control panels, and electrical installations.

Specifications may be purchased from the issuing authority, Empresa de Acueducto y Alcantarillado de Bogota, D.C., Plan Maestro de Acueducto, Avenida Jimenez, No. 4-90, Oficina 212, Bogota, Colombia, for 2,000 pesos Colombian currency or U.S. $125. This amount will not be reimbursed. The current official rate of exchange is approximately 16.78 pesos per $1 (capital market).

All bids must be delivered personally in the Offices of the aforementioned Plan Maestro de Acueducto before 4:00 p.m., Jan. 15, 1969.

Australia issues tender for coal handling plant

The Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W. 2001, Australia, has issued Tender No. 1969 for the design, supply and erection of a coal handling plant for the Wallerawang power station.

The equipment to be supplied includes: (1) one 3,000 long ton capacity storage bin; (2) duplicate belt conveyors to transfer coal at 600 long tons per hour for approximately one-half mile; (3) modifications to existing plant to permit interconnection with this conveyor system; (4) minor civil works, including structures, foundations and river crossing; (5) two belt weighers for inventory purposes and one road weighbridge; (6) all necessary electrical equipment, including lower supply cables, switchgear and transformers; (7) all control equipment necessary for remote control of plant. The bid deadline is Feb. 3.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIE Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

229 Textile Goods

CYPRUS—Edgings, insertions, galloons, flouncings, other leavers products. Agency agreement and direct purchase. Quote c.i.f. Cyprus. Direct purchase and agency. Maroulla Nicolaidou (manufacturers' agent, importer, distributor), P.O.B. 383, Limassol. WTD 11/68.

MALAWI—Plastic seat covering, for automobiles, trucks, sold in broad rolls. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

SWITZERLAND—All kinds of waste textile mill, including raw silk, cotton, wool, synthetic fibers; all kinds of yarn wastes. Jakob Strubin (agent, exporter), Dornacherstrasse 93, Postfach, 4000 Basel 8. WTD in preparation.

239 Fabricated textile products

MALAWI—Automobile seat covers, textile. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

249 Wood products

MALAWI—Cork tiling. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

264 Converted paper, paperboard products

MALAWI—Enamelled masonite wall tiles Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

266 Building paper, building board mills

MALAWI—Fiberboard wall tiles. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

275 General commercial printing

GREECE—Lined paper for electroencephalograph use: 1,500 reams of 500 sheets each, 24 x 30 centimeters for use in the ten-pencil ALVAR-ELECTRONIC electroencephalograph; 300 reams of 500 sheets each, 23.2 x 30 centimeters for use in the Danish KAISER electroencephalograph. All sheets to be numbered. Bid deadline Jan. 27.

Specifications can be obtained from the Printing & Publishing Division, BDSA-627, U.S. Dept. of Commerce, Washington, D.C. 20230.* (Telephone: 202-967-4115).

283 Drugs

SWITZERLAND—Rennet powder, other similar extracts for cheese, dairy industry. Direct purchase and agency. Georg Nutt (importer, distributor), 26 Fansrutistrasse, 3550 Langnau i.E. WTD 12/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

MALAWI—Automobile waxes, polishes. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

289 Chemical products

SWITZERLAND—All kinds of new or special glues, pastes, adhesives, cements and synthetic plastic materials for structural application. Direct purchase and agency. Transglobe Ltd. (exporter, agent), Petersgraben 35, P.O. Box 50, 4000 Basel 3. WTD in preparation.

291 Petroleum refining

CEYLON—Bid deadline extended. Bid deadline on tender reference COM/TEN/70—No. 5199/69 with bid deadline scheduled for 10 a.m. Dec. 31, 1968, covering an estimated quantity of 1,300,000 lbs. of various type greases for Ceylon Petroleum Corp. has been extended to Jan. 15.

306 Fabricated rubber products

MALAWI—Rubber automobile hose, various thicknesses. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

Rubber flooring tiles. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

307 Plastics products

SWITZERLAND—Plastic table, kitchen, dinner, household ware; novelties for household use. Requests replies in German. Classic AG, Zugerstrasse 596, 5620 Bremgarten/AG. WTD in preparation.

325 Structural clay products

MALAWI—Building tiles, fire-proofing load carrying enamelled clay, roofing tiles. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

326 Pottery, related products

MALAWI—Vitreous china, earthenware bathroom fittings. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

329 Abrasive, asbestos, nonmetallic mineral products

MALAWI—Asbestos brake linings for automobiles, trucks. The Lilongwe Garage Ltd. P.O. Box 45, Lilongwe. WTD 11/68.

Asphalt floor tiles, vinyl asbestos tiles. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

331 Steel mill products

MALAWI—Steel nails. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

Steel nails. J. S. Kanabar Ltd. (hardware dealer), P.O. Box 10, Blantyre. WTD 7/68.

332 Iron steel foundries

GERMANY—Pipe and fittings for production of liquefied gases (propane, butane, and ammonia). Requests price quotations, c.i.f. Bremen. Direct purchase and agency. Kowat, Gesellschaft fuer Kohlenwasserstoff-Technik mbH. (importer, exporter, wholesaler), 58 Hagen/W., Alleestrasse 54. WTD 12/68.

333 Primary smelting, refining of nonferrous metals

SWEDEN—Cadmium for manufacture of batteries. Svenska Ackumulator AB Jungner (manufacturer), S-572 00 Oskarshamn. WTD 12/68.

335 Rolling, drawing and extruding nonferrous metal

CYPRUS—Manufacture, erect and maintain for one year 89 miles alumoweld and ACSR Cable. Bid deadline noon, Feb. 14. Tender No. 1895/17 available upon payment of £20 ($48.00) to the Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

INDIA—Supply nickel silver strips/rods/rolls. Description, size and quantity shown in tender. Bid deadline Jan. 27. Contact India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

MALAWI—Corrugated aluminum sheeting for roofing, gauge .024". Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

SINGAPORE—Supply 12.7/22kv single-core power cables and accessories; 3.8/6.6kv paper-insulated power cables; and 6.6kv plastic aerial power cables. (Cite PUB Ref. Items 21, 22 and 23.) Bid deadline extended to Jan. 29. Supply 660/1, 100-volt paper-insulated power cables; and 660/1, 100-volt PVC-insulated solid-aluminum-conductor power cables. (Cite PUB Ref. Items 26 and 27.) Bid deadline extended to Jan. 31. Supply 660/1, 100-volt single core paper-insulated power cable, and 660/1, 100-volt single-core PVC-insulated power cable. (Cite PUB Ref. Items 26 and 27.) Bid deadline extended to Mar. 2.

Deposit required for above tender documents. Contact Public Utilities Board, City Hall, Singapore 6.

342 Cutlery, hand tools, general hardware

BRAZIL—Steel files of various sizes, specifications. Specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Companhia Paulista de Estradas de Ferro (state owned railway), c/o Chefe do Departamento de Materiais, Jundiai, State of Sao Paulo.

SWITZERLAND—All kinds of new or special hardware, new and special hand tools for wood, metal working. Direct purchase and agency. Transglobe Ltd. (exporter, agent), Petersgraben 35, P.O. Box 50, 4000 Basel 3. WTD in preparation.

Cutlery, hand and edge tools, agricultural tools, household goods, hardware. Direct purchase and agency. A. Meyer Sohne AG importer, distributor), Rathausstrasse 34, 4410 Liestal. WTD 12/68.

343 Heating apparatus, plumbing fixtures

MALAWI—Bath tubs, basins, bathroom fixtures. Central Building & Plumbing Co. (construction firm), P.O. Box 124, Lilongwe. WTD 11/68.

344 Fabricated structural metal products

GERMANY—Evaporators for production of liquefied gases (propane, butane, and ammonia). Requests price quotations c.i.f. Bremen. Direct purchase and agency. Kowat, Gesellschaft fuer Kohlenwasserstoff-Technik mbH. (importer, exporter, wholesaler), 58 Hagen/W., Alleestrasse 54. WTD 12/68.

GUATEMALA—Used bridge (Bailey) sections, for rural road; prefabricated; approximate dimensions: length 50 meters; width 3 to 4 meters. Requests replies in Spanish. Dr. Francisco Rodas (agricultural cooperative), Via 7, No. 5-51, Zona 4, Guatemala City.

346 Metal stampings

MALAWI—Automobile stampings, hub caps,

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body parts. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

349 Fabricated metal products

GERMANY—Metal valves for production of liquefied gases (propane, butane and ammonia). Requests price quotations c.i.f. Bremen. Direct purchase and agency. Kowat, Gesellschaft fuer Kohlenwasserstoff-Technik mbH. (importer, exporter, wholesaler), 58 Hagen/W., Alleestrasse 54. WTD 12/68.

351 Engines, turbines

THAILAND—Pistons, bearings, other spare parts for Gray Marine engine model 6-D427. Jardine Waugh Ltd. (importer, distributor), P.O. Box 40, Bangkok. Attn: Mr. Herbert Mueller, Bosch Department. WTD 12/67.

353 Construction, mining, materials handling machinery, equipment

MALAWI—Rock crushers, for granite, capacity 50 cu. ft. per hr., to make stone 1½", ½". Mr. J. E. Gill, Lilongwe Quarries, P.O. Box 2, Lilongwe. WTD 11/68.

354 Metalworking machinery

MALAWI—Hack-saw, electric, water cooled, blade size 9" x 24", for 220 volt, 50 cycle electric current. The Lilongwe Garage Ltd. (vehicle repair shop), P.O. Box 45, Lilongwe. WTD 11/68.

SWEDEN—Blind rivet guns. Direct purchase and agency. AB Petterssons Jarnforadling (manufacturer), S-330 33 Hillerstorp. WTD 12/68.

355 Special industry machinery

AFGHANISTAN—Small size letter press machines (complete) for printing invitation cards, letterheads. Shirkat-i-Shuaa (importer, exporter, wholesaler, agent), Jade Andarabi, Kabul. WTD 4/68.

FRANCE—Automatic clippers for sausage-casings (compressed air, pressure type, continuous vacuum system; heavy-duty); special sealers (with supply of aluminum clips) for artificial sausage-casings, water-tight plastic bags, retractible, for meat products; other categories of up-to-date machinery, devices for utilization by sausage-makers, pork-butchers. Descriptive literature, price lists requested. Asmo (Etablissements) (dealer), 119-121 Cours de la Marne; 33- Bordeaux, Gironde. WTD 5/67.

KOREA—Complete machinery and equipment for packaging and processing noodles. The bid deadline has not been specified. Sam Yang Foods Co., Ltd., 82-9 Hawoulgok-Dong, Sungbuk-Ku, Seoul.

URUGUAY—Hydrogen peroxide complete plant (electrolytic process); capacity: 6 tons per mth. of 35% w.w. H_2O_2. Francisco Gold finger (importer, agent), Calle Paysandu 893, Piso 1, Montevideo. WTD in preparation.

356 General industrial machinery

BRAZIL—Vacuum forming machines to make acetate packaging. Cartografica Excelsior S.A. (manufacturer), Attn: Mr. Rubens Ratchitzki, Rua Lucilla 10, Caixa Postal 13830, Sao Paulo, S.P. WTD 9/68.

MALAWI—Compressor, to operate four jack-hammers. capacity 150 lbs. per square inch. Mr. J. E. Gill. Lilongwe Quarries, P.O. Box 2. Lilongwe. WTD 11/68.

PORTUGAL—Fire fighting apparatus of all kinds including firehose, pumps. Sociedade Electro-Mecanica de Automoveis, Lda. (importer, distributor), Rua Nova de S. Mamede 30, Lisbon. WTD in preparation.

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—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

358 Service industry machines

SWEDEN—Dry cleaning machines, equipment for franchise-dealer set-up and sales in Scandinavia. Agency and direct purchase. Interested U.S. firms should reply to Eric Torsbjer, Management Consultant, Box 154, Islip, N.Y. 11751. American Cleaning AB (laundry, dry cleaner), Gotaforsliden 17, S-431 34 Molndal. WTD 12/68.

THAILAND—Automobile air conditioners. Requests catalogs, f.o.b. prices. Exclusive agency. Suphavanit Engineering Co., Ltd., (importer, distributor), 1637/2 Chan St., P.O. Box 2592, Bangkok. WTD in preparation.

359 Machinery

MALAWI—Carburetors for automobiles, trucks. The Lilongwe Garage Ltd. P.O. Box 45, Lilongwe. WTD 11/68.

361 Electric transmission & distribution equipment

INDIA—Supply of crystal oscillators, condensers, diodes, transformers, low pass filters, spares and parts for crystal clock, power amplifiers, and seismograph recorder. Tender No. 1103/BPO/PR/I-552-557 & I539-5771-5776 & 5777, bid deadline Feb. 26. Requested by Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab, India. Tender documents available free from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (Ref. No. D/ENQ/2611).

363 Household appliances

MALAWI—Ice-trays for domestic refrigerators, easy-emptying, metal. Catalogs, price lists requested. J. S. Kanabar Ltd. (hardware dealer), P.O. Box 10, Blantyre. WTD 7/68.

364 Electric lighting, wiring equipment

MALAWI—Automobile lighting equipment. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

TRINIDAD, W.I.—Outdoor garden lighting equipment (electrical and oil burning units). Gordon, Grant & Co. (Tobago) Ltd. (importers, wholesalers, agents), P.O. Box 206, Scarborough, Tobago, W.I. WTD 5/68.

365 Radio, television receiving sets

SWITZERLAND—Audio-visual equipment. Direct purchase and agency. Petraglio & Co. AG (importer, distributor), Silbergasse 4, 2501 Biel. WTD 12/68.

369 Electrical machinery, equipment, supplies

MALAWI—Automobile electrical spare parts, spark plugs, starter motors, generators, magnetos, distributors. The Lilongwe Garage Ltd., P.O. Box 45, Lilongwe. WTD 11/68.

371 Motor vehicles, motor vehicle equipment

MALAWI—Automobile and truck brake parts, windshield wiper systems, exhaust mufflers, crankshaft assemblies, axles, axle, housings, other spare parts. The Lilongwe Garage Ltd. P.O. Box 45, Lilongwe. WTD 11/68.

SPAIN—Gears, conical blocks, differentials, gearboxes, other parts for vehicular equipment. Repuestos Hesperia, S.A. (importer, wholesaler, retailer), Paseo Santa Maria de la Cabeza, 9, Madrid (5). WTD 11/68.

375 Motorcycles, bicycles, parts

PORTUGAL—Bicycle chains. Direct purchase and agency. Sociedade Comercial do Vouga, Lda. (manufacturer, importer, exporter), Apartado #7, Agueda. WTD in preparation.

381 Engineering, laboratory, scientific research instruments

GERMANY—All types of laboratory apparatus for chemical industry. c.i.f. European ports. Direct purchase and agency. Gebr. Klees (wholesaler, manufacturer, importer, exporter), 4 Duesseldorf, Worringer Str. 10-14. WTD 8/67.

SWITZERLAND—Laboratory equipment, apparatus, especially for food industry, medicine, biology. Direct purchase and agency. Medica Materia SA (importer, distributor), 2 rte de Renens, 1000 Lausanne 16. WTD 5/68.

384 Surgical, medical, dental instruments

SWITZERLAND—Medical and surgical instruments, also electric, in particular for physiotherapy. Direct purchase and agency. Medica Materia SA (importer, distributor), 2 rte de Renens, 1000 Lausanne 16. WTD 5/68.

386 Photographic equipment, supplies

AFGHANISTAN—Ozalid paper—110 cm wide (rolls of 10-20 meters). Shirkat-i-Shuaa (importer, exporter, wholesaler, agent), Jade Andarabi, Kabul. WTD 4/68.

SWITZERLAND—Audio-visual equipment;

industrial photography apparatus, equipment, still and motion. Direct purchase and agency. Petraglio & Co. AG (importer, distributor), Silbergasse 4, 2501 Biel. WTD 12/68.

394 Toys, amusement, sporting goods

SWITZERLAND—Sportsmen's, trailers' and campers' equipment, accessories; sporting goods. Direct purchase and agency. A. Meyer Sohne AG (importer, distributor), Rathausstrasse 34, 4410 Liestal. WTD 12/68.

Toys, games. Direct purchase and agency. Petraglio & Co. AG (importer, distributor), Silbergasse 4, 2501 Biel. WTD 12/68.

396 Costume jewelry, novelties, buttons, notions

CYPRUS—Costume jewelry, novelties, buttons, zippers, slide fasteners, pins. Agency agreement and direct purchase. Quote c.i.f. Cyprus. Maroulla Nicolaidou (manufacturers' agent, importer, distributor), P.O.B. 383, Limassol. WTD 11/68.

399 Manufacturing industries

SWITZERLAND—Miscellaneous household goods, as sold in hardware stores. Direct purchase and agency. A. Meyer Sohne AG (importer, distributor), Rathausstrasse 34, 4410 Liestal. WTD 12/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Grain mill products

HONDURAS—Raw materials used by bakery industry. Exclusive representation. Mariano Aguilar O.-Columbia Agencies (manufacturers' representative), Colonia La Campana, Tegucigalpa, D. C. WTD 7/68.

203 Canning, preserving foods

FRANCE—Canned fruits: apricots, peaches, pears, cherries, others, fruit salad; in light or heavy syrup; packed in No. 2½ tin cans, 64 cans per carton. Agency for France or section thereof. Barriere, Henri (sales agent), 83 Rue de la Course; 33- Bordeaux, Gironde. WTD in preparation.

208 Beverage industries

SPAIN—Liquors of all classes. Interested in those not yet represented and/or sold in Spain. David S. Bergel & Son, S.A. (importer, distributor), Serrano 21, Madrid 1. WTD 11/68.

211 Cigarettes

SPAIN—Cigarettes. David S. Bergel & Son, S.A. (importer, distributor), Serrano 21, Madrid 1. WTD 11/68.

212 Cigars

SPAIN—Cigars. David S. Bergel & Son, S.A. (importer, distributor), Serrano 21, Madrid 1. WTD 11/68.

214 Tobacco stemming, redrying

SPAIN—Leaf tobacco. David S. Bergel & Son, S.A. (importer, distributor), Serrano 21, Madrid 1. WTD 11/68.

221 Broad woven fabric mills, cotton

IRELAND—Cotton fabrics. Trimtex Marketing Ltd. (importing distributor), Aston House, Aston Place, Dublin 2. WTD 12/68.

222 Broad woven fabric mills, manmade fiber, silk

NETHERLANDS—Satins for wedding dresses. Exclusive agency for Netherlands, Belgium. W. A. Floris (sales agent), 35 van der Hoopstraat (P.O. Box 180), Beverwijk. WTD 6/68.

NEW ZEALAND—Polypropylene or blended polypropylene, woven or non woven, carpet backing for tufted carpet manufacture. Samples, prices on a c.&f. or c.i.f. basis. Sole agency. Mr. John F. Booth, John F. Booth Ltd. (importer), P.O. Box 6357, Auckland 1. WTD in preparation.

224 Narrow fabrics other smallwares mills

IRELAND—Trimmings. Trimtex Marketing Ltd. (importing distributor), Aston House, Aston Place, Dublin 2. WTD 12/68.

227 Floor covering mills, products

HONDURAS—Exclusive distributorship of unassembled rugs (especially of wool) of different types of materials, for assembly at home according to pattern. Agencia Istmania, S. de R. L. (manufacturer's representative), Attn: Mr. Raul Torres Lazo, Barrio La Plazuela, Tegucigalpa, D.C. WTD in preparation.

229 Textile goods

NETHERLANDS—Lace, tulle for garment industry. Exclusive agency for Netherlands, Belgium. W. A. Floris (sales agent), 35 van der Hoopstraat (P.O. Box 180), Beverwijk. WTD 6/68.

261 Pulp mills, products

PAKISTAN—Paper pulp, including bleached, unbleached, semi-bleached sulphate (kraft pulp) and sulfites, as well as mechanical and knotter pulp. Desires quotations on basis c.&f., Karachi and Chittagong, East Pakistan. H. B. Sayeed Ltd. (importer), 23 Elphinstone St., Karachi 3. WTD 4/67.

264 Converted paper, paperboard products

PAKISTAN—Kraft paper sacks for cement, guar gum industries. Require approximately 50,000 bags per shipment every quarter of year. Desires quotations on basis c.&.f., Karachi and Chittagong, East Pakistan. H. B. Sayeed Ltd. (importer), 23 Elphinstone St., Karachi 3. WTD 4/67.

265 Paperboard containers, boxes

PAKISTAN—Printed paperboard cartons of different sizes for fish products. Samples of carton requirements will be supplied upon request. Individual orders approximately 50,000 units per six month shipping period. Desires quotations on basis c.&f., Karachi and Chittagong, East Pakistan. H. B. Sayeed Ltd. (importer), 23 Elphinstone St., Karachi 3. WTD 4/67.

266 Building paper, building board mills

PAKISTAN—Duplex board, white, oblique grey back, for cigarette, fish industries. Desires quotations on basis c.&f., Karachi and Chittagong, East Pakistan. H. B. Sayeed Ltd. (importer), 23 Elphinstone St., Karachi 3. WTD 4/67.

281 Industrial chemicals

SPAIN—Pure chemicals, reagents for chemical analyses. Pro-Quimica D'Herma (wholesaler, retailer), Fernando el Catolico 80, Madrid (15). WTD 12/68.

282 Synthetic materials

GREECE—Synthetic resins for paint, varnish industries. Requests c.i.f. Piraeus price quotations. Exclusive agency. Dem. J. Petropoulos (importer, distributor, sales agent), 38 El. Venizelou Ave., Athens 143. WTD 11/68.

283 Drugs

HONDURAS—Pharmaceutical preparations which are known in local market. Exclusive

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"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

representation. Agencia Detlef Paysen Sucs. (manufacturers' representative), Apartado Postal 252, Tegucigalpa, D. C. WTD 10/68.

326 Pottery, related products

SPAIN—Vitreous, semivitreous plumbing fixtures. Commercial Importadora de Exclusivas (CIDE) (distributor), Obispo Encina 6, Las Palmas de Gran Canaria. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

SPAIN—Asphalt, vinyl asbestos floor tiles. Comercial Importadora de Exclusivas (CIDE) (distributor), Obispo Encina 6, Las Palmas de Gran Canaria. WTD in preparation.

331 Steel mill products

SPAIN—Steel scrap. Exclusive agency. Transaco, S.A. (distributor, exporter), Andres Mellado, 10, Madrid (15). WTD 11/68.

343 Heating apparatus, plumbing fixtures

SPAIN—Plumbing fixtures, fittings and trim. Comercial Importadora de Exclusivas (CIDE) (distributor), Obispo Encina 6, Las Palmas de Gran Canaria. WTD in preparation.

348 Fabricated wire products

PAKISTAN—Paper machine wires, paper machine felts for wet, dry and press sections of paper mill machinery. Desires quotations on basis C.&F., Karachi and Chittagong. East Pakistan. H. B. Sayeed Ltd. (importer) 23 Elphinstone St., Karachi 3. WTD 4/67.

349 Fabricated metal products

SPAIN—Valves and pipe fittings. Comercial Importadora de Exclusivas (CIDE) (distributor), Obispo Encina 6, Las Palmas de Gran Canaria. WTD in preparation.

351 Engines, turbines

PERU—Steam Generators: Water tubes for pressures up to 700 lbs/sq. inch and capacity up to 150,000 lbs of steam/hour; Fire tubes horizontal, in package, for pressures up to 250 lbs/sq. inch and capacity up to 750 B°hp (said to mean boiler/horse power). Ing. Gonzalo A. Reategui (agency), Av. Diagonal 380, Of. 44, Apartado 191, Miraflores, Lima. WTD 9/68.

354 Metalworking machinery

THAILAND—Complete line of automotive maintenance equipment. Request catalogs, f.o.b. prices. Exclusive agency. Suphavanit Engineering Co., Ltd. (importer, distributor), 1637/2 Chan St., P.O. Box 2592, Bangkok. WTD in preparation.

355 Special industry machinery

AFGHANISTAN—Small-scale paper-making machinery (220 volts); Small printing presses, used. Nabico (commission agent), P.O. Box 337, Kabul. WTD 3/68.

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HONDURAS—Bakery equipment, machinery. Exclusive representation. Mariano Aguilar O. —Columbia Agencies (manufacturers' representative), Colonia La Campana, Tegucigalpa, D. C. WTD 7/68.

IRELAND—Textile machinery. Trimtex Marketing Ltd. (importing distributor), Aston House, Aston Place, Dublin 2. WTD 12/68.

356 General industrial machinery

SPAIN—Smoke and fume filters for use in heating installations of individual houses, apartment buildings. Simexport, S.A. (distributor), Paseo Santa Maria de la Cabeza, 85, Madrid 19. WTD 11/68.

THAILAND—Vertical and deepwell pumps. Exclusive representation. Requests catalogs,

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ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

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CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

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NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

c.i.f. Bangkok prices. Patana Sakol Ltd. Partnership (importer, distributor), 38-40 Chakrawad Rd., Bangkok. WTD 11/67.

358 Service industry machinery

GERMANY—Water purification equipment for industrial, municipal application. Adka-Matic GmbH (manufacturer, exporter), 6300 Giessen, Roonstr. 33. WTD 12/68.

371 Motor vehicles, motor vehicle equipment

SPAIN—Smoke and fume filters for use in automobiles, trucks. Simexport, S.A. (distributor), Paseo Santa Maria de la Cabeza, 85, Madrid 19. WTD 11/68.

THAILAND—Hydraulic hose. Requests catalogs, f.o.b. prices. Exclusive agency. Suphavanit Engineering Co., Ltd. (importer, distributor), 1673/2 Chan St., P.O. Box 2592, Bangkok. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

SPAIN—Laboratory, scientific instruments, laboratory supplies. Exclusive agency of equipment not yet sold in Spanish market. Pro-Quimica D'Herma (wholesaler, retailer), Fernando el Catolico 80, Madrid (15). WTD 12/68.

382 Instruments for measuring, controlling, indicating physical characteristics

PANAMA—Industrial thermometers. Exclusive representation. Vial Hermanos, S.A. (importer, retailer, agent, wholesaler), P.O. Box 8330, Panama 7. WTD 8/68.

Australia invites bids on expressway project

The Secretary, Department of Main Roads, P.O. Box 198, Haymarket, New South Wales, 2001, Australia, is to invite bids on a five million dollar expressway project. Interested firms must register by Jan. 30, applying by letter to the Secretary, giving details of financial and technical resources and a summary of previous experience in this particular field.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

CANADA—Smoked arctic char available in limited quantity; Maximum export: 200,000-300,000 lbs per year. Ministry of Labrador Affairs, Government of Newfoundland and Labrador, Confederation Bldg., St. John's, Newfoundland, or Dr. R. A. Stevenson, Newfoundland College of Fisheries, St. John's, Newfoundland.

208 Beverage industries

SPAIN—Table wine, sherry, brandy, other liquors. Desires to appoint agents. Mr. Enrique O'Neale Orbaneja (manufacturer, exporter), Plaza del Cid 4, Jerez de la Frontera, Cadiz. WTD 12/68.

331 Steel mill products

SPAIN—Galvanized steel pipe and tube. Transaco, S.A., Andres Mellado 10, Madrid (15).

346 Metal stampings

FRANCE—Bottle-caps, crowns, aluminum, good quality; other categories of bottle-stoppers, cork and plastic. Wholesale exportation, direct or through agents. Compagnie Generale de Bouchage et de Conditionnement (manufacturer, exporter), 44 Rue Jean-d'Alembert; 31- Toulouse, Haute-Garonne. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

COSTA RICA—A contract for construction of a 400,000 ton capacity alumina plant in San Isidro de El General at a cost of about $60 million has been signed by the Government of Costa Rica and the Aluminum Co. of America (ALCOA). The agreement is for 25 years, automatically renewable for another 25, if the company has invested or spent within the country one billion colones ($150 million) during the initial period.

Plant construction will begin following completion of port facilities at Punta Uvita on the Pacific coast and a 30-mile connecting road linking port and plant site.

The infrastructure must be completed within three years of the letting of the construction contract and the alumina plant must be completed within four years after completion of the infrastructure.

The project will eventually mean $25 million in Costa Rican exports annually and a guaranteed minimum tax revenue of about $2 million yearly.

Although the contract permits ALCOA to withdraw on six months notice, the company would be committed to assume responsibility for infrastructure costs. The agreement must be submitted for approval to the Assembly, where it could encounter delay and modification.

GREECE—The Government of Greece will accept proposals from qualified firms for the preparation of **a feasibility study on the establishment of an aircraft repair and maintenance plant.** After the study determines the potentialities and scope of the proposed project, the Government of Greece will award a contract to design, finance, construct and operate the plant.

The proposed plant would supersede a rather small maintenance and repair facility, the State Aircraft Factory, operated by the General Air Staff, located at the Phaleron Delta near Athens, which must be relocated in order to make room for a nearby tourist development.

MEXICO—Concentrating on the city of Monterrey's critical need for **improved streets, better drainage and an expanded potable water system,** the Governor of Nuevo Leon plans expenditures of an estimated 1,095,000,000 pesos during the next four years.

Plans call for three new bridges across the Rio Santa Catarina; the completion of major traffic arteries through and along the periphery of the metropolitan area; the widening and extension of other thoroughfares, particularly north-south routes; and the construction of 18 new underpasses. When completed, these avenues will simplify and speed up the movement of vehicles in, through and around Monterrey, and will importantly alter the appearance of the city.

A complete storm drainage network within the next three years and renovation and expansion of the potable water and sewage systems in the area are other measures considered.

TURKEY—The Turkish Ministry of Tourism and Information is organizing an international competition for the **touristic dwelling plans of the Antalya-Side Region in southwest Turkey.**

The draft plan calls for 12,000 beds capacity in hotels, motels and other lodgings.

The competition is open to architects or city planners or firms representing architects or city planners. Awards range from TL 14,000 ($1,555) to TL 100,000 ($11,111). The award winner (first), in addition to the competition price, will be paid TL 913,500 ($101,500) for drawing the implementation plans plus TL 50,000 per year ($5,555) for travel expenses and TL 5,000 monthly ($555), consultant's salary.

The Ministry of Tourism and Information may also require the winner, in return for adequate compensation, to draw the architectural plans for certain projects in its construction plans. The competition was opened on Nov. 27, and will close June 16, 1969 at 5 p.m. Turkish local time.

The applicants should request a registration form from the following: Turizm ve Tanitma Bakanligi, Fiziksel Planlama Mudurlugu, Gazi Mustafa Kemal Bulvari No. 33 Kat 8, Maltepe, Ankara, Turkey.

Uruguay seeking bids for petroleum exploration

The Uruguay government invites international oil companies to enter bids for offshore petroleum exploration and extraction. Contracts will be with government petroleum agency. Bids accepted through Feb. 10, 1969.

Interested companies can obtain technical and legal information on bidding from Dr. Langoni, Ministerio de Industria y Comercio, Rincon 747, Montevideo.

Offshore area marked for exploration totals 61,000 square kilometers in five contiguous zones ranging from Montevideo to the Brazilian border.

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Calendar *for international traders*

BETHLEHEM, Pa.—Jan. 29—World Trade Club of Lehigh Valley monthly meeting, Holiday Inn-East, 6 p.m.

BOSTON—Jan. 26—Businessmen's Consultation, **John J. Sullivan, Commercial Officer, Singapore/to Port of Spain.** Sponsor: Commerce Field Office.

CHICAGO—Jan. 14—First of 7 weekly seminars on Principles & Techniques in Exporting, Light Center, 140 S. Dearborn St., 6:15 p.m. Sponsor: Int'l Trade Club.

CHICAGO—Jan. 15—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Jan. 23—In-Office Meeting, Chicago Field Office.

CINCINNATI—Jan. 29—Cincinnati World Trade Club monthly meeting & dinner, New Orleans Night, Sheraton-Gibson Hotel, 7 p.m. Speaker: James Martin, director of trade development, Board of Commissioners, Port of New Orleans.

DAYTON, O.—Jan. 16—Dayton World Trade Committee monthly luncheon meeting, Henrici's Restaurant, 12 noon.

DOYLESTOWN, Pa.—Jan. 13—Bucks County International Trade Development Assn., Conti's Cross Keys Inn, 5:30 p.m. Topic: Copyrights & Trademarks.

HOUSTON—Jan. 13—Businessmen's Consultation, **T. Patrick Killough, Commercial Officer, Kabul.** Sponsor: Commerce Field Office.

KANSAS CITY—Jan. 23—In-Office Workshop for Exporters, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Jan. 31—Export Expansion Seminar, Commerce Field Office, 9:30 a.m.

MEMPHIS—Jan. 15—Export Workshop on Creativity, Ramada Inn-East. Leader: REEC member Stanley J. Buckman. Sponsors: Commerce Field Office, REEC, Mid-South Exporters' Roundtable.

MEMPHIS—Jan. 16—Export Workshop, Rm. 204, Federal Office Bldg. Sponsors: Commerce Field Office, REEC, Small Business Admin.

MEMPHIS—Jan. 21—Memphis World Trade Club, Sheraton Motor Inn. Topic: International Trade in Lumber.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MIAMI—Jan. 16—Businessmen's Consultation, **Hal Ryerson, Commercial Attache, Bogota.** Sponsor: Commerce Field Office.

NASHVILLE—Jan. 22—Export Workshop, First American National Bank. Sponsors: Commerce Memphis Field Office, REEC, First American National Bank.

NEW YORK—Jan. 14—International Executives Assn. luncheon, Hotel Statler Hilton. Speaker: T. Graydon Upton, exec. vice pres., Inter-American Development Bank.

NEW YORK—Jan. 16—Export Seminar on Australia, Commerce & Industry Assn. of New York, 99 Church St. Sponsors: Commerce & Industry Assn., REEC, Commerce N.Y. Field Office.

PEORIA, Ill.—Jan. 15—Export Seminar, Millikin University.

PHILADELPHIA—Jan. 16—Philadelphia Chapter of International Advertising Assn. monthly meeting, Penn Athletic Club, 12 noon.

PHILADELPHIA—Jan. 16—Foreign Traders Assn. monthly meeting and dinner, Sheraton Hotel, 5 p.m. Topic: How AID Can Help an Exporter—Case Histories.

PITTSBURGH—Jan. 16—In-Office Export Workshop, Commerce Field Office, 2 p.m.

PITTSBURGH—Jan. 24—Guide to Export Financing, Federal Bldg., Rm. 2214. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

SAN FRANCISCO—Jan. 15—General Export Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Jan. 22—Export Finance & Insurance Seminar, Rm. 9207, New Federal Bldg., 9:30 a.m.

VENTURA, Cal.—Jan. 15—Export Workshop—Profit & Growth Through Export Sales, The Admiral's Table, 8:45 a.m.-3:30 p.m. Sponsors: Commerce Los Angeles Field Office, Small Business Admin., Pan American Airways, State of California World Trade Authority.

WEST HEMPSTEAD, L.I., N.Y.—Jan. 14—Profits in Exports meeting, Nat'l Bank of N. America. Sponsors: Commerce N.Y. Field Office, REEC, Nat'l Bank of N. America.

YORK, Pa.—Jan. 21—York Area World Trade Assn. monthly luncheon meeting, Chamber of Commerce.

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